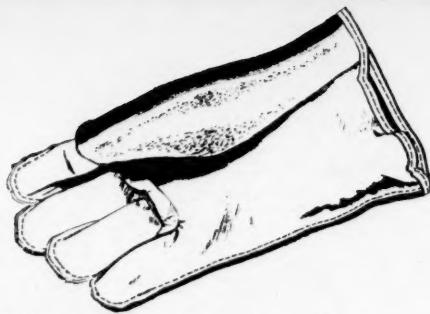


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The International Shoe and Leather Weekly



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T-93



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LETTERS TO



This column invites the opinions of all L&S readers.

Nothing Left For Shoes

I agree with the first part of your editorial, "Blame The Doctor, Not The Patient," that the shoe industry is "sick." But I don't agree that the fault in consumer shoe buying is due to lack of "incentive" for the shoe salesman.

The approach should be from a different angle. If we extract from the income of the worker, the withholding tax, social security and union dues, barely enough is left to cover food, shelter and other essential expenses. As long as these conditions prevail it will take a lot more than "incentive" on the part of the shoe salesman to sell shoes. The vast majority will buy shoes only when they have the money to pay for them.

If our industry condition is to improve, one of two things will have to happen: (1) the cost of living go down 20 percent while wages remain intact; (2) or, wages up 20 percent while cost of living remains intact. If neither happens, then the average family has enough shoes to last over a much longer period than the industry can stand.

The fact that 63,000,000 people are working doesn't mean that they will consume three or four pairs of shoes per person annually. If their living costs are so high, they might be able to get along with only one pair a year. They'll eventually buy more—but can the industry wait that long?

The shoe manufacturer says that people today don't buy shoes because they can repair them for less. The shoe repairer says the people don't repair shoes because they can buy new ones as cheap. They're both right. The public is neither buying nor repairing shoes.

Though, as pointed out in several of your editorials, "lack of sales incentive" may be part of the truth, it isn't all of the truth.

BERNARD J. HANFLING
Fort Dearborn Cut Sole Co.
Chicago

LEATHER and SHOES

ESTABLISHED 1890

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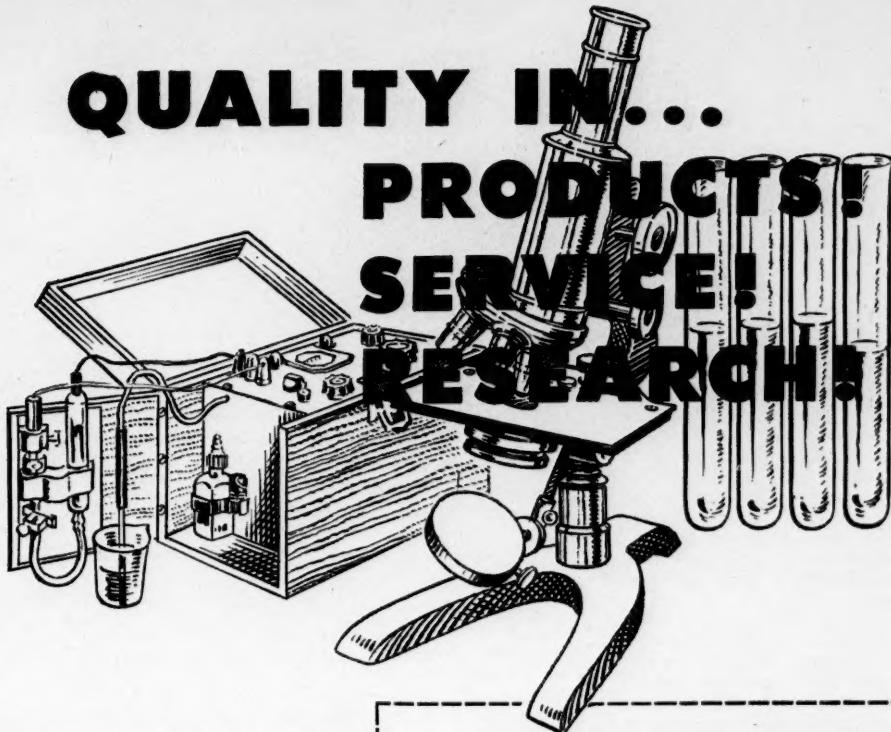
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HEAVY INVENTORIES—MORE MYTH THAN FACT

Shoe sales are being lost—all because of a state of mind

THE most over-talked and over-cooked subject that has hit shoe business in recent months is the matter of "heavy" retail inventories. We believe that there has been little if any state of "excess" inventories—that it has been more imagination than reality, more fiction than fact. In short, the shoe industry has been suffering from an economic psychosis, a disease stemming from mind over matter.

If today, every shoe retailer in the country were to take a *thorough* check on his inventory and fill in the gapping holes in his stock, the nation's 1100 shoe factories would experience a boom they haven't experienced in years. In short, the state of retail shoe inventories is *not* one of "surpluses" but actually of *shortages*.

151 Pairs Missing

Recently, one retailer, after taking stock on a Saturday, sent in an order for 24 pairs of fill-ins. On Monday morning the local shoe traveler came in, took stock for himself, and found *151 pairs missing*. This retailer was not over-stocked but *under-stocked*.

Another traveler wanted a retailer to re-stock on one particular shoe. The retailer said he was already over-loaded on that shoe. A check revealed only two pairs of that shoe in stock. Here three significant things came to light: (1) the retailer was unfamiliar with the status of his inventory; (2) the shoe, obviously a good seller because only two pairs remained, warranted re-stocking; (3) the retailer had been losing sales on this shoe because of lack of sizes.

Every shoe traveler and manufacturer in the country can match such factual cases with many in their own daily experience. It does serve to indicate a tremendous need for educating the retailer to operate a more efficient inventory system. Inadequate stock systems continue to cost shoe business inestimable losses be-

LandS Editorial

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1½c each.

cause the retailer still hasn't learned the most basic law of shoe business: having the right shoe in the right size at the right time.

Manufacturers and travelers know that this is a perennial sore spot. They are constantly trying to "educate" the retailer to re-stock or fill in on sizes more frequently. But obviously the effort must be intensified or given a fresh approach if results are to be obtained.

The average retailer fills in on sizes too infrequently. He selects an arbitrary interval—every one or two weeks—and then fills in on sizes. But he is selling shoes *every day*, leaving holes in his stock. Why should he not re-order every day, or every other day?

In-Stock Not Appreciated

Manufacturers today operate large in-stock departments for the convenience of the retailer. Shoe travelers expand time, effort, experience and cost to help the retailer. The latter does not yet seem to fully appreciate these services and efforts—and to take profitable advantage of them.

More frequent re-stocking would do much to help eliminate the peaks and valleys of shoe business at the manufacturing end. A constant and consistent day-to-day flow of re-orders would create a smoother production flow, while at the same time be an asset to the retailer by providing him with the right shoes in the right size at the right time.

The buying policies of many, perhaps most, retailers need sharp revising through education. In recent years, retailers have become victims

of the fetish of "style turnover." With each new season all of last season's styles must be discontinued, and a whole new stock installed. But a smart and successful retailer will carry several *proven* sellers for two, five or even ten years. He will not buckle under to the false phobia of "style turnover." But countless sales are lost by the short-sighted retailer who does not realize that an "old" style is *always "new"* so long as there is a demand for it.

Little Boom Possible

The belief that retail shoe inventories are over-loaded is a myth. It is simply a state of mind in most instances. Retailers need shoes. Sales are being lost because they do not have sizes in types on demand. But so long as the retailer *believes* he is over-stocked, he will not reorder.

This adds up to a wholesome opportunity for manufacturers and wholesalers. If an intensive campaign were conducted to take stock of retail inventories, and to educate the retailer on the profitable opportunities of more frequent sizing in, a little boom in shoe production might be realized.

The shoe manufacturer must now become psychiatrist and psychologist, devising ways to eliminate the "mental blocks" in the retail mind which have resulted in sluggish re-ordering and lost sales on both ends. The shoe industry's grave and costly error has been in allowing a myth to become a reality in the retailer's mind—the myth of over-loaded inventories.

The only time retail inventories are actually over-loaded is when there is an excessive duplication of sizes. This is not the current state of retail shoe inventories today. A state of mind is oppressing a state of reality.

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Velka is made in the tannery where every worker is a partner

COLONIAL TANNING COMPANY, INC. • Boston 11, Massachusetts

Stylescope



- A. All-over medium shade brown calf; wheat shade nylon mesh vamp panel going into tongue, edged with leather binding.
- B. Wheat shade nylon mesh with medium brown calf tip, quarter and vamp band. White stitching on wheeling.
- C. Same as B but with U-wing tip.
- D. Finger gored on sides. Blue suede quarter, blue nylon mesh vamp
- panel, blue calf tip foxing and saddle. Black sole and heel, burnished wheeling.
- E. All over palomino calf, wheat shade nylon mesh inserts and tongue edged with leather binding. Wedgie heel; finger goring at sides.
- F. Blue suede vamp and quarter, blue calf tip and eye-stay. Black sole and heel with white stitching on wheeling.

FITTINGS in men's shoes are lighter. Lines are sleeker, smarter. The general trend for the past two seasons has been away from the heavy, brogue types toward a smoother looking footwear. Here Mr. Buckley designs six new shoes, especially styled for Spring wear and embodying the attractive features of present-day themes.

THE NEW ERA IN SHOE SELLING

The shoe traveler a store consultant — the store a retail clinic

By Philip B. Bayes

Solby-Bayes Co.

FI FTEEN or twenty years from now, and perhaps sooner, the shoe traveler will be a new species of salesman. A new era of shoe selling is on the way — a new era of relationship between manufacturer and retailer through that vital liaison, the shoe traveler.

The basis of this new era is simply this: To build more attractive, more efficient and more solvent shoe stores. This in turn will sell more shoes, to the improved profit of both the manufacturer and retailer, and with obvious benefits for the shoe traveler.

Now, one thing must be stressed at this point. There is certainly nothing new or novel in this idea. It has been the fundamental aim in all manufacturer-retailer relations. But therein is its weakness: it has been largely an aim rather than a real and tangible practice. As a result, the target is seldom hit.

Every shoe traveler, if only for his own interests, tries to be of help to his retailers. But here we come to a basic issue: just how qualified is the traveler to act as an over-all business consultant for the retailer? The majority of travelers are willing and conscientious enough — but to qualify as an experienced business consultant for efficient shoe store operation is something again. So, if the ideal objective is to be achieved, we come to an obvious and inevitable conclusion:

Shoe travelers must be trained to become qualified retail shoe store business consultants.

This certainly is not as far-fetched as it may appear on first glance. First, the manufacturer already expends some effort in this direction. Second, the traveler himself, by virtue of his experience and conscientious effort, also tries to do this kind



Philip Bayes, known as a shoe man's shoe man, has been in retail shoe business more than 35 years. He operates the highly successful Solby Bayes shoe store in Boston. He believes his store carries "the greatest range of sizes (1 to 12) and widths (AAAAAA to EEEEE) in the world." Though a graduate of law school, he bypassed the legal profession to enter shoe business. He has made a fetish of sound management and good customer relations through service and product — and as a result has built an annual volume running into several hundreds of thousands of dollars.

The ideas he expresses in this provocative article on selling and manufacturer-traveler-retailer relations have been on his mind for years. Recently, he decided to put it to work. He is now New England sales representative for Wilbur B. Coon. Though basically his job will be to sell shoes, it will be done through the fresh approach to selling which he outlines here.

of job. The important shortcoming is that neither the manufacturer nor the traveler, in the average case, carries out this effort in an organized and fully tangible manner. The sights are taken, but usually the gun is never fired.

The traveler of tomorrow—as well as the manufacturer—is not going to attempt to teach the retailer "new" things. Rather, *to teach him how to apply the fundamental things the retailer already knows.*

Like the basic truths in life, everybody knows the rules but many fall short on their application. And so it is with retail shoe business. Many retailers know what they should do, but seldom expend the effort to carry it through to the point where the profitable results become tangible.

It is one thing for a manufacturer to send retailers dealer helps and suggestions, but it's something else to see that these are carried through and put to the job intended. The shoe traveler, trained especially by the manufacturer, should have an efficient, functional knowledge of modern window and interior displays, fitting, accounting systems, buying, personnel handling, inventories, PM's, markups and markdowns, advertising, records, fill-ins, etc. Systematically, point by point, the retailer could thus be "trained" to put these factors into effect. The end result is a more efficient, solvent and successful store. And vitally important —the retailer becomes a loyal and morally indebted customer for the manufacturer and the traveler. Profits are reaped by all.

Take inventories, for example. All manufacturers, travelers and retailers are familiar with the blind over-buying that was so prevalent among

(Concluded on Page 35)



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ARRIVING AT PRIME COST BASES

The sifting process to determine important basic costs

By Karl Victor and Herbert L. Stevenson

As mentioned earlier, all expenses and income of the tannery have to be related to certain units which serve as bases for the whole calculation. The tanner decides what kind of units he will choose as the base. He has the selection of the following possibilities:

1) *Raw hide base.* The advantage here is that the raw hide value need not be calculated. It is given immediately by the purchasing price. All other expenses and the yields of finished products have to be related to one pound raw hide weight.

This system can be used only as long as raw hides of similar character are processed for leather types of similar character. If there were considerable differences in the condition of raw hides (dry, wet-salted, fresh hides, etc.) it would be quite unreasonable to sum up those weights of diverse character and the raw hide weight base should not be used.

2) *Weight or area units of finished products as base.* In this case the selling values are given immediately while the raw hide value and all processing costs have to be related to this base. This scheme can be used with success as long as products of quite similar character are manufactured. However if the products are of diverse character, e.g. sole leather, chrome belting butts and russet leather, their weights cannot be summed up and the scheme becomes useless. Where the products are partially sold by area and partially by weight, the last possibility of using this base disappears.

There are many tanneries which relate their costs partially to the units of their finished products, although they are manufacturing both types—

weight and area leather. Generally they choose one pound white weight as the base for calculations of leather sold by weight and one square foot for leather sold by area. However, to render this feasible it is necessary to divide the whole calculation into two parts: chrome and vegetable department. (The difficulties of this division were explained at full length in an earlier article.)

3) *White weight base.* At first sight this relation base appears to be of little advantage when compared with the foregoing bases. In case No. 1, one has the advantage of direct raw hide value; in No. 2, of direct selling value. But when using the white weight as a base, both raw hide and selling value have to be converted to this unit. Therefore, this method is definitely the most cumbersome of all. But there is no possibility of avoiding its use for establishing reliable calculations.

White Weights Uniform

In the white weight all original differences of raw condition are eliminated and the weights of raw hides of most diverse character can be summed up. Neither is it necessary to meet difficulties deriving from the diverse character of finished products (as in case No. 2). Hides in the white weight are in a uniform, well characterized condition and the white weight can generally be used as a relation base by every tannery, regardless of how different their raw hides and finished products may be.

There may be some tanneries using raw hides always in the same condition or manufacturing products always of the same character and thus

they may be able to use either No. 1 or No. 2 as the relation base. They should not hesitate to do so, because the use of those bases will simplify their calculations considerably. But the overwhelming majority of tanners will be obliged to use the white weight to obtain reliable calculations.

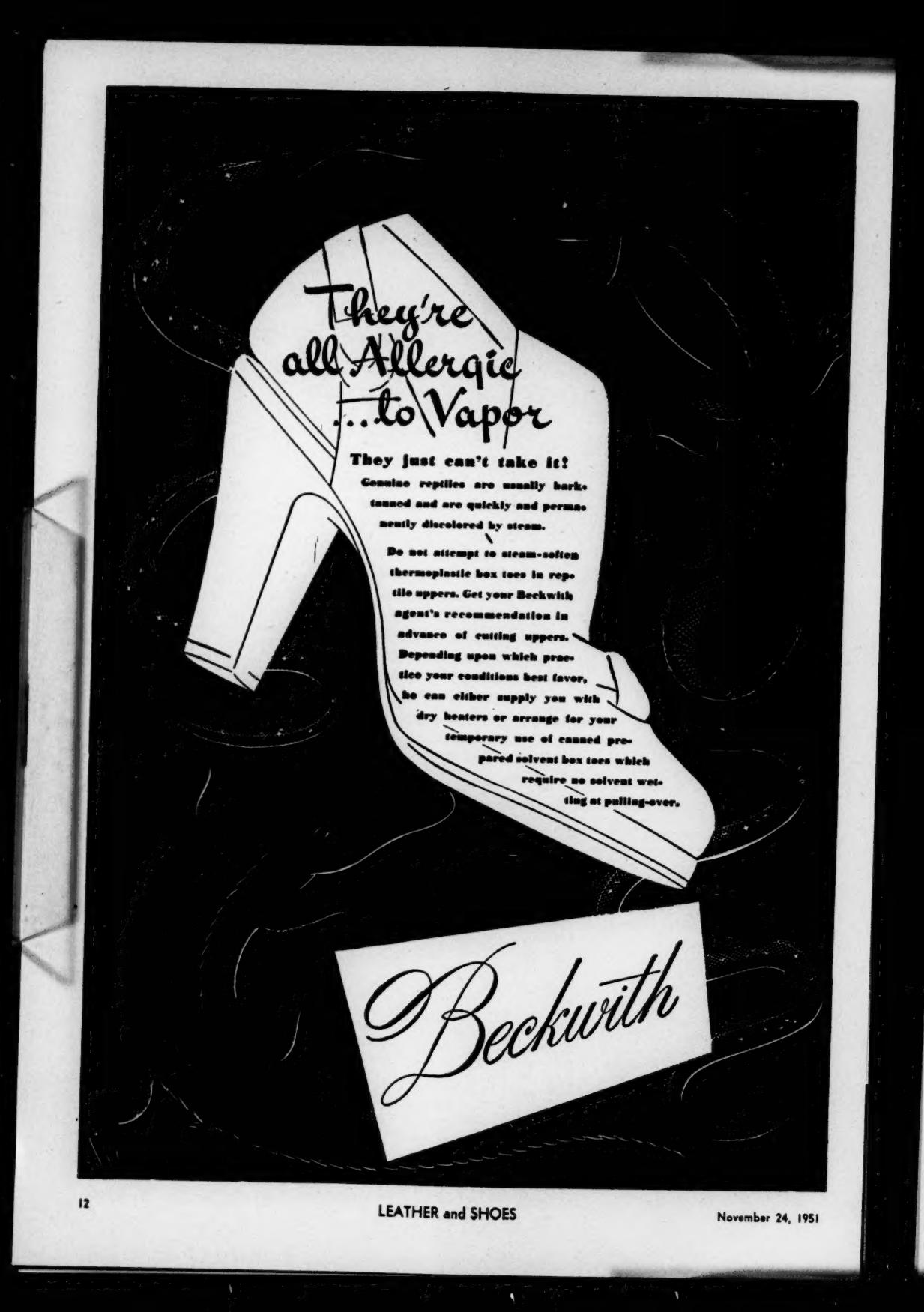
In the white weight all original divergencies of raw condition are eliminated. Dry, salted and fresh hides are brought to a common denominator and thus it can be considered as the only condition in which all weights of different raw hides can be summed up regardless of how different they were originally. The white weight is the only relation base which is generally applicable, without exemptions and, therefore, in this series of articles its use will be considered exclusively.

However, the white weight condition cannot be considered as quite uniform and definitely characterized; on the contrary, it can suffer some alterations for different reasons. The white weight is always measured after removal of hairs and dirt and is composed of three different factors: protein stuffs plus ash content plus water, all of which are variable to some extent.

The quantity of protein stuffs depends upon fleshing and trimming. Poor fleshing and trimming yields more protein stuffs and higher white weight. But, of course, the yield on finished leather becomes proportionately lower.

The ash content, consisting of lime, salt and sodium sulfide, may undergo considerable variations, according to

(Continued on Page 38)



They're
all Allergic
...to Vapor

They just can't take it!

Genuine reptiles are usually bark-tanned and are quickly and permanently discolored by steam.

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BETTER SOLE AND WRAPPER STITCHING

This can be achieved by a three-part formula simple to apply

By Samuel Seserman

Fitting Room Engineer

Ajax Machine Co.

PROPER stitching of sole and wrapper in slip-lasted shoes continues to plague many factories. Some of the common ill effects are sole stitching that is irregular and too wide; covers that are wrinkled, are taken in too much, are unable to cover the sole stitching; vamps sewn incorrectly to the notches; corners on vamps and straps not properly caught; shoes distorted by constant "breaking" of the socklining when stitching in around the shank; vamp and heel straps breaking under pressure. Wrappers bursting when put on the last.

There has been much confusion and ineffectual results in the efforts to solve these common problems. There is no "magic button" answer. However, there is a simple, practical and effective solution. It lies in a three-part formula:

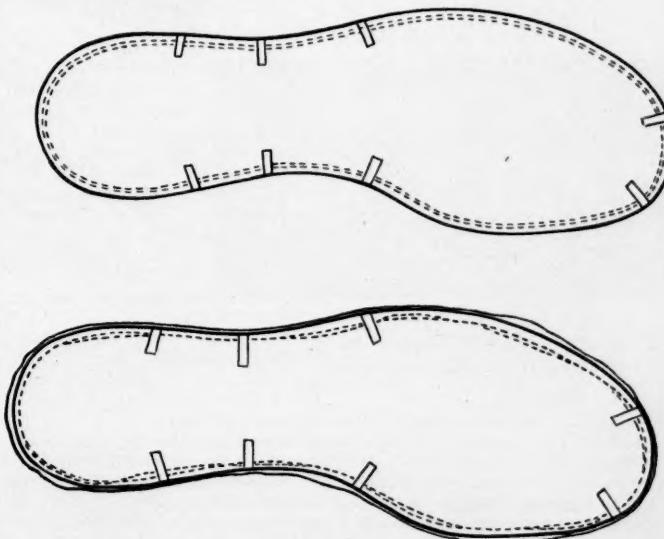
1. Operator training
2. Thread and thread tension
3. Use of proper gauges

This is not a theoretical solution, but a formula that has been used repeatedly in shoe factories with much success on sole and wrapper stitching.

In my experience in visiting many shoe plants, I've noticed that many operators do not hold the socklining and vamp correctly. The result is

poor, creating a nervous strain on the operator. The same applies to sewing of covers and wrappers. Some

operators, ironically, actually "work hard" to produce defective shoes.
(Concluded on Page 40)



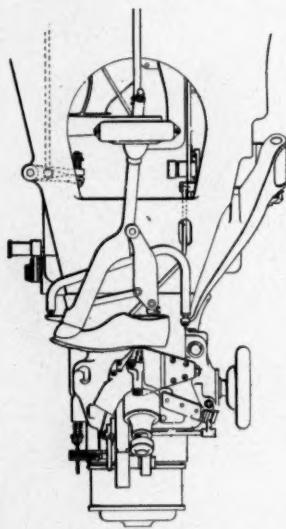
Top: Properly and cleanly stitched in every respect.
Bottom: Common example of faulty stitching. The sole lining is stitched out of line—no uniformity and too wide. The wrapper stitching runs into the sole stitching and is irregular. The wrapper extends over the edge of the shoe, creates an irregular pedestal and also shortens the wrapper.

NEW DEVELOPMENTS

What industrial science is doing to improve the job

THREE-OPERATIONAL MACHINE

This machine involves the three important operations of Side Lasting, Welting and Inseam Trimming. These three operations are built around the much discussed Automatic Welting Machine from which much of the recently introduced manually-guided Welter has been taken. The machine from which the latter was developed was in process of development in the early Twenties, a part of the C-3 Line of Automatic shoe machines.



The Automatic Welter then in process has now emerged in a machine suitable for many shoe factories, especially those making men's Goodyear Welts.

The reason for this reference to other operations is that both the Side Lasting and Inseam Trimming

machines in themselves have been developed to function automatically.

The use of the word "automatic" means that the shoe is placed in a jack that in turn is placed in operating position which functions without any manual control of the machine operator.

Instead of letting this machine remain only an Automatic Welter, the two operations of Side Lasting and Inseam Trimming have been introduced into the machine.

The Side Lasting operation takes place just before the Welter mechanism takes a stitch. Apparently no staples are used in this Side Lasting, for the wipe is so close to the stitch-making function that the upper receives a better updraw pull than if staples were used.

The Welting operation in itself, being a chain stitch, actually lasts to the wood more effectively than conventional machine side lasting. In the old days, for example, many a shoe had its tacks removed for the welting operation that lasted the upper to the wood as tightly as one could ask for.

This new lasting motion illustrated consists of a simple cam-controlled pincer action that immediately precedes the welting operation, both in position and time.

The Inseam Trimming machine functions immediately after the stitch has been taken. The band knife, very like the conventional band knife now in use, is visible.

In so multiplying three important operations in one machine, the combination machine does not have to operate at high speed. If this new machine is operated slowly, the modern shoemaker may look for a machine saving him two operations, labor, floor space, and providing precision-made shoes.

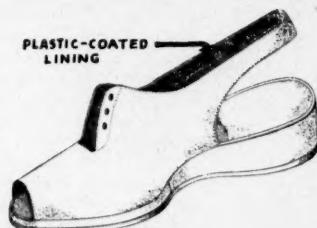
Source: United Shoe Machinery Corp., Boston; Pat. No. 2,529,095.

LEATHER-PLASTIC SHOE LINING

This is another application of plastics into the field of shoemaking.

A whole skin of tanned upper leather is coated with a thermoplastic material which is applied in sheet or liquid condition to the flesh side of a skin. This thermoplastic material will adhere permanently under heat, and the apparatus used in combining, unites both materials, forming an integral plastic layer or coating on the skin.

Very good results are obtained by



using a skin of flexible leather such as calf or kid about one-sixteenth of an inch thick and combining with an integral plastic coating of about one sixty-fourth of an inch thick.

This plastic lining has been found to be as flexible as, if not more flexible than, leather. It will not crack or split under continued flexing and it increases the tensile strength of leather 20 to 50 percent.

Still another feature is that the plastic may be colored to harmonize or contrast with the grain surface of the leather and suitably embossed to represent any lining material.

The illustration gives a perspective view of a California type shoe utilizing the integral plastic-lined upper.

Source: United Shoe Machinery Corp., Boston; Pat. No. 2,549,985.

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the Danger
Signal!*



**Every Hazardous,
unwanted tack can be
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No more overlooked tacks due to "hit or miss" hand searching! No more scratches and cuts for the operator! You can be assured that shoes will leave the factory free from misplaced side lasting staples, insole and toe lasting tacks.

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How It Works. An audible but muted buzzing signal sounds

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS



with the **USMC**
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MODEL A

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Tanning Materials

Furore over projected hide and skin price rollback has wide repercussions. Packers and hide men infuriated over OPS' high-handed procedure. Witness resignation en masse of nine members of Hide and Skin Industry Advisory Committee. Committee members were told, not asked, by Edward F. Phelps, OPS Assistant Director, that prices would be rolled back. OPS decision made in face of protests from hide men.

Now that OPS has let the cat out of the bag, the big question is how far is a rollback this time. Nobody venturing the guess what level Government will settle on as fair to trade. Probability is OPS will try to freeze prices as near current levels as possible. This, of course, would mean considerable reduction below present ceilings.

Many industry observers puzzled why Administration has picked on hide and skin industry again as first on list of possible wave of new rollbacks. Washington scuttlebutt has it that OPS started with hides back in early days of controls, has settled on this commodity as testing block.

If controls work out with hides, other commodities feel the bite next. Also, reduction of hide ceilings on eve of election year makes good politics for Truman Administration. Democrats can point to rollback, say it has done everything possible to hold line on shoes which have come in for much public criticism (see L&S X-Ray, Nov. 17).

Unfortunate part is that hide and skin, leather and shoe industry, which has been hard enough hit by deflation and cautious buying by public since last Spring, must take another rap while on its back. Of course, rollback would not have immediate effect, might even spur some consumer buying in near future.

Trouble is, public must start buying shoes again on normal scale anyways to refill emptying closets. New demand, which must come, would ordinarily strengthen leather and shoe market all the way back through hides. With lower ceilings, hide men will not be able to take advantage of favorable supply and demand situation—and leather and shoe men must continue to work close on close profit margins. No chance to recoup recent losses.

Age-old law of supply and demand appears to have situation well in hand, anyways. Federally inspected slaughter through Nov. reported highest for month in four years—at least, packers say there's more meat for

the period. With influx of heavy hides continuing and tanners doing little buying, market must continue weak. If light hides hold steady, price spread between them and heavy hides will grow. Then, weakness of heavy selections bound to have effect on light hides. Kind of vicious circle again.

There's one bit of healthy figuring in hide and leather market weakness. Leather is again becoming competitive, pricewise, with other materials, particularly nuclear soles. Sole tanners reporting more and more shoe manufacturers, recent devotees of composition and other soles because of price, now returning to sole leather fold. This constitutes sole leather industry's best, possibly only chance, to stay in the fighting with other soles. If market stabilizes at competitive price levels, sole leather can win back many customers. • • •

Many retail shoe stores playing prominent part in decentralization or dispersal program under way unofficially in Metropolitan Washington, D. C., area. In recent months, several large department stores have opened branches in nearby Maryland and Virginia communities. Branches are actually central core of huge super-market centers being built. Shoe stores or department store shoe sections included in these new centers.

Reason for move is Federal government's growing insistence that industries move away from attractive (to the enemy) target areas of densely populated cities. Department store and market-center dispersals aimed primarily at expanding economic residential markets but safety angle is also a big factor. • • •

CIO now warning members to "shop carefully" when buying children's shoes. In recent labor publication, CIO said in part: "Some chains and brands have cut prices 50c to a dollar, but others are lagging in bringing down their tag on this costliest and most necessary item in most families' clothing budgets." Yet, writing on shoes in general, union said one of wage earners' "most important breaks" is general price drop in shoes. Article cites price-cutting by chains, in particular. • • •

B. F. Goodrich Co. now reported experimenting with synthetic shoe uppers. Like Neolite upper material, Goodrich product said to resemble leather, comes in varying weights and thicknesses. Material already being tested in luggage and handbags, will soon be given tryout on shoe uppers. Company spokesmen still refuse to reveal details but are readying announcement for next few weeks.

INTEREST HIGH IN POPULAR SHOW

MAY HOLD KEY TO SPRING SHOE BUSINESS

Shoe Buyers Appear Set For Active Orders

With the shoe industry continuing in a highly nervous, uncertain state, the result of a continued sales and production slump over recent months, both manufacturers and shoe buyers approached the Popular Price Shoe Show, scheduled Nov. 26-29 at the Hotels McAlpin and New Yorker, with hopeful anticipation.

Last big national showing of the season, the Popular Show has become the barometer of business to come. Although shoemen have always approached the big shows hopeful of a buying wave which rarely materializes in volume until several weeks after the show, they felt this PPSSA should prove highly important, both as a sales stimulant and business indicator.

Recent regional shows following the National Shoe Fair in Chicago have given shoe manufacturers cause for optimism. Bookings at the smaller shows have been reported brisk with buyers significantly rushing to fill depleted stocks and showing more inclination to accept existing factory price levels.

These developments were highly encouraging to manufacturers preparing to move en masse into New York. The majority, in a survey of various shoe centers, appeared committed to a "hold-the-line" price policy. Many have already said they will guarantee prices on orders written at the show.

The big factor operating against over-all optimism was the fluctuating state of hide and skin and finished leather markets. Shoe manufacturers who have kept their leather buying at a minimum in recent weeks, hedging against further price declines, were a bit wary of this same tendency on the part of shoe buyers. The latter, they felt, might go easy on orders now, hoping for price declines in the near future.

Consensus was that this would not prevail among the majority of buyers. Most were committed to placing their orders soon, based on improved business at the retail level and lowered inventory. Manufacturers and their customers have already talked over the price situation and it is

generally agreed that very few additional reductions are in order for Spring. This alone would prove healthy for sales.

Manufacturers, as a whole, were disappointed over results at the Advance Show in Boston and the Shoe Fair. However, orders did show up in ensuing weeks and the trend is expected to continue.

Shoe buyers over the country are now working on bigger open-to-buy budgets with a good deal of interest seen in newer Spring styles. Many independent retailers are still reporting stocks of staples heavier than normal but they are wide open to new styles, new colors, new ideas—particularly in novelty and casual lines.

Manufacturers, on the other hand, have had a chance to work out their most likely lines at recent shows, have narrowed their lines to tested samples. These have indicated a greater attention to versatility, style and color than in many a year. Apparently the trade has decided that one way to perk up the public's buying interest is to give them attention-drawing styles in a wide variety of models and colors.

One thing appeared certain just before Show time. The shoe industry has already missed a full season in production and sales. Historywide, as the Tanners' Council pointed out, it has never missed two seasons in succession. The signs were around that at least a return to more normal buying was ahead. The Popular Show could well set off this new buying wave.

Johnston & Murphy Strike Under Mediation

A strike of some 215 shoe workers employed at the Johnston & Murphy plant in Newark, N. J., has been placed before the New Jersey State Mediation Board for settlement.

Local 73, United Shoe Workers of America, CIO, called the walkoff November 16 when contract expired. The union's representative, Hyman Babchin, declared the company refused a request for a 5½ percent wage increase and continuation of a retirement insurance plan.

Babchin charged the company seeks to end the retirement benefit, and wants to substitute piece work under a scientific standards plan. Average age of the 215 strikers is 55 years.

HIDE COMMITTEE WALKS OUT ON OPS

Reach Stalemate On Ceilings At Capital

The nine-member advisory committee of the rendering industry walked out as a body on a special meeting with the OPS in Washington, D. C. this week. OPS officially accepted their resignation on Friday.

Following the action, John K. Minnoch, executive director of the National Hide Association, held a lengthy conference with Edward F. Phelps, Assistant Director of OPS.

Phelps told Minnoch, "There will be a probable rollback on hides and skins ceilings, and if it is to come, the sooner the better."

"Despite the fact that every segment of the industry from shoe manufacturer to packer has advised against a rollback in the ceiling prices of hides and skins, OPS seems determined to 'saddle' the industry with downward revisions in ceilings," said Minnoch.

Stalemate

It was absolutely contrary opinions that resulted in the walkout of the rendering industry special committee and in the present complete stalemate between the entire hide and skin industry and OPS.

Questioned on the present conflicting status between industry and government, D. L. Kibler, president of the National Hide Association, said:

"Despite advice not to roll back ceilings, from the National Shoe Manufacturers' Association as well as every branch of the hide industry, OPS is determined to hit us with the second rollback."

"The law of supply and demand will automatically take care of the hide and skin prices and shoe prices as well . . . there is no need for ceilings whatever with current prices well below OPS directives."

"To tighten controls is only so much wasted effort. We should discard ceilings entirely. If there are to be lowered ceilings, however, the only effectual method would be to have them all the way across the board and simultaneously."

SEE HIGHER WOOD HEEL PRICES AHEAD

Manufacturers Set Meeting For November 27

Most wood heel turners will be quick to take advantage of any relief offered in CPR 95, the new wood products pricing order issued Nov. 15 by the Office of Price Stabilization, according to Lucius F. Foster of The Guild Associates, managing directors of the Wood Heel Manufacturers Association.

Foster revealed this week that the Association has scheduled its regular annual meeting for Tuesday, Nov. 27, at the Hotel New Yorker where members will discuss the new pricing order and action they will take under it. The business meeting, starting at 2:00 p.m., will be preceded by a luncheon at 12:30 p.m.

Under CPR 45, wood products manufacturers, including wood heel makers, are permitted to adjust various costs to a base date of June 24, 1950. The order is calculated to relieve manufacturers pricing hardships resulting from increased labor and material as well as operational costs.

Foster pointed out that CPR 95 has been under consideration for several months and is patterned after the old MPR 196 of World War II. It is one of the first regulations tailored for a specific industry that contains the controversial Capehart formula, he added.

The Association official did not say how high wood heel prices may be expected to go. The regulation is the formula type which requires each wood heel manufacturer to compute his own prices. It is felt, however, that the formula will permit turners to increase prices as much as two cents per pair and finishers will be allowed to use these higher prices in computing their own ceiling prices.

Discussing the probable effect of CPR 45 on wood heel prices, Foster explained that some wood heel turners have suffered financial hardship under GCPR. Two large manufacturers have obtained "break even" relief from OPS under the terms of General Overriding Regulation 10.

Foster added that, unlike hides and leather, wood heel stock is not a speculative commodity. There has been no general weakness in the price of heel stock, either hard maple or pine, and wood heel manufacturers have been penalized by their failure to reflect post-Korean cost increases

in the base period prices to which they were frozen.

Should shoe and consequently heel demand return to normal next year, wood heel manufacturers have lost many employes and will have difficulty meeting increased production schedules, Foster said.

Report Industry Shipments For 1950

The value of cattlehide and kip side leathers shipped in 1950 was \$535,258,000, a gain of \$10,000,000 over 1949, the Census Bureau reports in a preliminary study of value of shipments of selected classes of products in 1950, 1949 and 1947."

However, the 1950 total was found to be some \$120,000,000 less than the value in 1947. All figures are estimates based upon the 1950 annual sample survey of manufacturers, conducted by the Census Bureau in cooperation with National Production Authority.

Values of shipments of men's, youths' and boys' shoes were given as: \$522,910,000 in 1947, \$427,832,000 in 1949, and \$470,337,000 in 1950. Figures for women's, misses', and children's shoes, except play-shoes, were respectively for those three years: \$914,672,000, \$826,994,000 and \$912,437,000.

Thus this latter category of women's, misses' and children's shoes is the only group in the footwear industry in 1950 to approach the 1947 level of values. All three groups did gain over 1949.

For leather and sheep-lined clothing, the value was \$38,457,000 in 1947, not stated for 1949, but moved up in 1950 to \$41,746,000.

210 Associates To Make 4th Holly Award

The fourth annual award of the T. Kenyon Holly Memorial Fund Plaque will feature the 19th banquet and entertainment of The 210 Associates to be held on the evening of Nov. 27 at the Waldorf-Astoria in New York City.

The handsome bronze plaque will be presented to the man selected by the Holly Memorial Committee for "distinguished service to the shoe and leather industry." Previous award winners were Lawrence B. Sheppard, president of The Hanover Shoe Co., Hanover, Pa.; Julius G. Schnitzer, chief of the leather and shoe division, National Production Authority; and A. W. Berkowitz, treasurer of Bourque Shoe Co., Raymond, N. H.

DEPARTMENT SALES DOWN IN SEPTEMBER

Declines Reported In All Categories

Although dollar sales of men's, women's and children's shoes in leading department stores during the first nine months of 1951 continued to show a gain over the same period a year ago, sales during September were reported below 1950 figures.

Latest Federal Reserve System figures show that women's shoes in 226 department stores during Sept. dropped five percent below Sept. 1950. The loss for children's shoes in 212 stores during this period was only one percent. Combined sales of women's and children's shoes in 240 stores declined four percent from Sept. 1950.

Sales of women's and children's shoes combined for the first nine months of this year were four percent above the 1950 period. Children's shoes showed a gain of five percent and women's shoes were up four percent for the period.

With price increases in these lines averaging some 10 percent over a year ago, it is apparent that unit sales, both for the Sept. and first nine months 1951 periods were below a year ago.

Sales of men's and boys' shoes and slippers in 197 department stores fell six percent below Sept. 1950 but showed an increase of seven percent for the nine-month period. End-of-month stocks were up 14 percent in value over Sept. 1950.

At the end of Sept., value of children's shoes in stock rose only one percent over Sept. 1950 but women's shoe stocks were up 15 percent.

Basement divisions of 117 department stores reported dollar shoe sales declining one percent from Sept. 1950 but up seven percent for the nine months period. End-of-month stocks were valued at 10 percent above Sept. 1950.

New England Tanners Hear Dr. Highberger

Members of the New England Tanners Club convened Friday evening, Nov. 16, at the Hotel Hawthorne, Salem, Mass., for their monthly meeting. The usual social hour and dinner preceded the business meeting.

Featured speaker of the evening was Dr. Highberger, Associate Director of Leather Research at United Shoe Machinery Corp. Dr. Highberger spoke on "Looking at Leather with the Electron Microscope."

PENNSYLVANIA GROUP ELECTS OFFICERS

Close to 200 industry executives turned up at the Penn Harris Hotel, Harrisburg, Pa., on Thursday evening, Nov. 15, when the Central Pennsylvania Shoe & Leather Association held its 14th annual banquet and election of officers.

Elected president of the Association for the coming year was L. H. Spahr of Willets Shoe Co., Halifax. He succeeds John M. Miller, vice president of Hagerstown Shoe Co., Md.

O. Eugene Dellinger of Dellinger Sales Co., Reading, was re-elected secretary-treasurer. John Hungler of Armour Leather Co.'s Harrisburg office, formerly second vice president, was elected first vice president, and D. H. Kreider of D. H. Kreider & Son Shoe Co., Palmyra, was elected second vice president.

Guest speaker at the banquet was Rev. John R. T. Hedeman, pastor of St. Mark's Evangelical and Reformed Church, Baltimore. He spoke on the subject "A Speech on How to Make a Speech." Retiring president John M. Miller served as toastmaster.

Directors for a three-year term are: John Zulick of J. S. Zulick Shoe Co., Orwigsburg; Richard W. Livingston of Dr. A. Posner Shoes, New Oxford; W. L. Altenderfer, manufacturers' agent, Hagerstown, Md.; Carl Bachman, Waynesboro Shoe Co.; S. Millo Herr, Eby Shoe Co., Ephrata; and J. M. Miller.

W. W. Stephenson, executive vice president of the National Shoe Manufacturers Association; Irving R. Glass, executive vice president of the Tanners' Council, and L. V.

Hershey of the Hagerstown, Md., Shoe and Legging Co., treasurer of the National Shoe Manufacturers Association and the second president of the Pennsylvania group, were among the guests.

On behalf of his efforts for the association while serving as president the year prior to Mr. Miller, a gift was presented to A. C. Mudge of the Hanover Shoe Co., by W. L. Altenderfer, a former president.

Harry E. Snayberger, president of the Walkin Shoe Co., Schuylkill Haven, filled his usual role of leading the group in song, and music and entertainment was provided throughout the dinner by professional entertainers.

Extend New York Shoe Pact To December 15

In a last-minute move, designed to avert a strike of thousands of shoe workers in the New York area, officials of the New York Shoe Manufacturers Board of Trade and Joint Council No. 13, United Shoe Workers of America, CIO, have agreed to extend their present labor contract one month.

The contract, due to expire on Nov. 15, has been extended until Dec. 15 in order to permit further negotiations between manufacturers and union.

Negotiations have been under way for several weeks but both sides are still far apart on terms. The union, headed by Isadore Rosenberg, is seeking a five and one-half percent package wage increase. Manufacturers have countered with demands for a downward revision of pay scales and a new job evaluation program.

J. W. HARNLY JOINS WHITEHALL LEATHER

News of the appointment of John W. Harnly, veteran tannery executive, as general manager of Whitehall Leather Co., Whitehall, Mich., was made public this week by General Shoe Corp., which owns the Michigan tannery.

The new Whitehall chief executive has resigned as vice president and general superintendent of A. H. Ross and Sons Co., of Chicago to accept the Whitehall job. He had been with Ross since 1948.



Harnly first entered the tanning field in 1925 when he joined the Griess-Pfleger Tanning Co., Waukegan, Ill., as chemist. He had just finished his studies at Kansas State College's graduate school where he majored in physical chemistry.

In 1933, he became chief chemist of Griess-Pfleger and was technical director until 1944. In 1948 he was named research chemist for American Cyanamid Co.

During his 26 years of experience in the tanning field, Harnly has specialized in leather technology, tannery controls, chemical analysis of leather and leather processing, physical testing of leather, industrial waste treatment, process water and steam treatment and labor relations.

He is a member of the American Leather Chemists Association, the International Society of Leather Trades Chemists, the American Chemical Society, the Illinois Society of Engineers, the Chicago Industrial Water, Waste and Sewage Group, and a director of the Hide and Leather Association of Chicago. He is also a past president of the Illinois State Microscopical Society.

HEAD PENNSYLVANIA ASSOCIATION



Newly-elected officers of the Central Pennsylvania Shoe & Leather Association are, left to right: O. Eugene Dellinger of Dellinger Sales Co., Reading, secretary-treasurer; D. H. Kreider of D. H. Kreider & Son, Palmyra, second vice president; L. H. Spahr of Willets Shoe Co., Halifax, president; and John Hungler of Armour Leather Co., first vice president.

OPS ALLOWS HIGHER WOOD PRODUCTS PRICES

New Order Fixes Base Date At June 1950

A new wood products pricing order which will permit manufacturers of wood heels and lasts to raise their ceiling prices has been issued by the Office of Price Stabilization.

The order, CPR 95, covers manufacturers of various turned, shaped and allied wood products, including wood lasts, wood heels, shoe pegs, wood shanks, heel blocks and wood stretchers. Effective Nov. 1, it gives the manufacturer the option of continuing to price under GCPR.

Under CPR 95, manufacturers are allowed to add various increased costs to a base date of June 24, 1950. These costs are defined as: 1. Labor costs in effect July 31 to the extent they entered into base period price calculation. 2. Materials at no higher than suppliers' ceilings. 3. Adjustments for waste and other expenses as figured into prices on June 24, 1950.

The order further stated that

manufacturers using the new order must figure their price ceilings under the same pricing formula in use on the base date.

OPS officials said the new order is only temporary in effect since it will ultimately be superseded by actual dollars-and-cents ceilings on many of the wood products it now covers.

CPR 95 is not expected to result in increases averaging more than a small percentage industrywise but will relieve hardships resulting from increased labor costs or prices of imported materials, they added.

ST. LOUIS SHOEMEN SEE STEADY GROWTH

The St. Louis shoe industry, which annually produces about 18 percent of the nation's shoe supply, can look forward to continued steady growth, according to a new study of the Eighth Federal Reserve District published this week by the Federal Reserve Bank of St. Louis.

The report, however, stated it was doubtful whether the area could significantly increase its share of the national shoe production. Some three-fourths of St. Louis shoe out-

put is shipped and sold outside the area.

Despite the unlikeliness of St. Louis obtaining a larger share of national shoe output, outlook for the district's shoe industry is far from pessimistic, the report added. The industry will continue to contribute to St. Louis' economic development "primarily in its role as an agent to maintain and increase the income levels in the non-urban sections of the district."

Large multi-plant shoe manufacturers—a characteristic of St. Louis—who generally fare better during recessions than smaller manufacturers assure the area of long-range stability. The district also has many manufacturers of well-known branded lines distributed through large chains.

There are more plants in the Eighth District producing factory branded shoes and distributing through company-owned or independent chains than in the Eastern U. S.

Although precise wage comparisons are difficult, the bank said that general indications are that district wage rates are "somewhat lower than those for comparable occupations in other areas."

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MILITARY BIDS AND AWARDS

Protective Dubbing

December 14, 1951 — QM-30-280-52-594, covering 434,000 cans protective dubbing, 4 oz. Opening at 2:00 p.m. in New York with delivery to various Army Depots.

Steinberg Bros. Low Bidder On Glove Shells

There were 47 bidders at the opening October 8, at the Chicago Quartermaster Depot, of Army Invitation QM 11-009-52-408 calling for a total of 289,000 pr. Glove Shells, Leather.

Nine classifications in the items called for in the invitation consisted of the following: Item 1a, 300 pr. domestic, size 1; Item 2a, 1200 pr. domestic, size 2; Item 2b, 600 pr. size 2, export; Item 3a, 45,600 pr. domestic, size 3; Item 3b, 19,800 export, size 3; Item 4a, 117,300 pr. domestic, size 4; Item 4b, 50,400 pr. export, size 4; Item 5a, 600 pr. domestic, size 5; Item 5b, 13,200 pr. export, size 5.

Low bidders in each classification were:

Item 1a: Eisendrath Glove Co., Chicago, Illinois, at \$1.36.

Item 2a: Portland Glove Co., Carlton, Oregon, at \$1.43.

Item 2b: Portland Glove Co., Carlton, Oregon, at \$1.44.

Item 3a: Steinberg Bros., New York City, at \$1.375.

Item 3b: Steinberg Bros., New York City, at \$1.395.

Item 4a: Steinberg Bros., New York City, at \$1.45.

Item 4b: Steinberg Bros., New York City, at \$1.47.

Item 5a: Steinberg Bros., New York City, at \$1.525.

Item 5b: Steinberg Bros., New York City, at \$1.545.

13 GLOVE BIDDERS

A total of 13 glove manufacturers turned in bids Nov. 8 at the opening in Chicago of QM 11-009-52-374 covering 5,000 pairs of men's cotton gloves with leather palm, gauntlet type.

Lowest bidder was Racine Glove Co., Inc., of Rio, Wis., which bid \$.74 per pair on each item. Items 1a through 1e were for 800 pairs each while item 1f covered 1,000 pairs—all for various destinations.

Following are next lowest bids: 20th Century Glove Co., Atlanta, Tex., \$.751, \$.754, \$.759, \$.754,

\$.749 and \$.752; The Boss Mfg. Co., Kewanee, Ill., \$.78 on each item; Montpelier Glove Co., Inc., Montpelier, Ind., \$.79, \$.81, \$.81, \$.79, \$.79 and \$.79; Peerless Glove Co., Grand Haven, Mich., \$.799, \$.819, \$.819, \$.799, \$.809, \$.799; Warlong Glove Mfg. Co., Conover, N. C., \$.825 on all items; and Illinois Glove Co., Champaign, Ill., \$.83 on all items.

OPEN LACING BIDS

There were five bidders at the opening of Army Invitation QM-30-280-52-447 calling for lacing leather, a) black, and b) medium brown. The bidders follow:

Ouimet Stay & Leather Co., Brockton, Mass.; a) \$3.20; b) \$3.20; 60 days acceptance, $\frac{1}{4}$ of 1% in ten days.

Connecticut Leather Co., Hartford, Conn.; a) 900 spools each at \$3.70; \$3.65; \$3.60; \$3.55; \$3.50; \$3.45; b) 600 spools each at \$3.70; \$3.65; \$3.60; \$3.55; \$3.50; and 400 spools at \$3.45; 60 days acceptance, $\frac{1}{2}$ of 1% in 30 days.

Commonwealth Manufacturing Co., Brooklyn, N. Y.; a) \$3.21; b) \$3.20; 30 days acceptance, net.

American Stay Co., Malden, Mass.; a) \$2.995; b) \$2.995; 20 days acceptance, $\frac{1}{2}$ of 1% in ten days.

Fred H. Lowenstein, Inc., N.Y.C.; a) \$6.62; b) \$6.62; 30 days acceptance, 2% in ten days.

FOUR WIN LASTS AWARD

Four lasts manufacturers have been awarded contracts on QM-30-280-52-391, covering M-1949 Munson hinge shoe lasts for Welt service shoes as follows:

McNichol & Taylor Corp., Saugus, Mass., 7,500 pairs at \$23,550 or \$3.14 per pair; United Last Co., Boston, Mass., 30,000 pairs at \$95,250 or \$3.175; Jones & Vining, Inc., Brockton, 4,184 pairs at \$13,179.60, and North Shore Last Co., Lynn, Mass., 5,000 pairs at \$15,750.

AWARD COMBAT BOOTS

The New York Quartermaster Procurement Agency has announced award of contracts on QM-30-280-52-436 covering russet combat boots with leather soles and heels to the following two firms: John Addison Footwear, Inc., Marlboro, Mass., 20,000 pairs at total dollar value of \$151,800 or \$7.59 per pair; and The Hanover Shoe, Inc., Hanover, Pa., 9,004 pairs at dollar value of \$71,941.96 or \$7.99 per pair.

Seventy Firms Bid On Army Glove Shells

There were 70 bidders at the opening October 3, at the Chicago Quartermaster Depot, of Army Invitation QM 11-009-52-368, calling for 474,900 pr. glove shells, leather.

Classifications in the Invitation were Item 1a, 1200 pr. domestic; Item 1b, 300 pr. export; Item 2a, 10,500 pr. domestic; Item 2b, 4,500 pr. export; Item 3a, 150,300 pr. domestic; Item 3b, 64,500 pr. export; Item 4a, 90,300 pr. domestic; Item 4b, 36,700 pr. export; Item 5a, 80,100 pr. domestic; Item 5b, 34,500 pr. export.

Low bidders were:

Eisendrath Glove Co., Chicago, Illinois, Item 1a, \$1.41; Item 1b, \$1.42; Item 2a, \$1.49; Item 2b, \$1.50.

Item 3a: Steinberg Bros., New York City, \$1.565.

Item 3b: Steinberg Bros., New York City, \$1.585.

Item 4a: Steinberg Bros., New York City, \$1.64; and the same firm on Item 4b at \$1.66.

Item 5a: Steinberg Bros., New York City, \$1.715.

Item 5b: Tesarski Mfg. Co., Los Angeles, Calif., at \$1.61.

Two More Keystone Plants Are Sold

The once-great chain of sole leather tanneries operating under the name of Keystone Tanning and Glue Co., subsidiary of The U. S. Leather Co., New York, continued to disintegrate with sale of two more large Keystone tanneries.

U. S. Leather Co. announced early this year that it was discontinuing its leather operations and would become solely a holding company.

In Middlesboro, Ky., the city's oldest industry went out of business for good when Keystone's Middlesboro tannery was sold at public auction on Nov. 14. The 59-year-old plant was sold in 14 parcels to various bidders from the East and Midwest. Successful bids totaled some \$54,156.57.

Sale of the plant, which included some 20 buildings on more than 58 acres of land, left 125 local leather workers out of jobs. All buildings will be dismantled and machinery shipped to various destinations by the new owners.

In Salamanca, N. Y., Corey Salvage Co. of Pittsburgh announced purchase of land and buildings there formerly operated by Keystone. About 30 acres and a similar number of buildings were involved in the sale.

COMMONWEALTH SHOE OPENS GARDINER PLANT

The 7,000 residents of the town of Gardiner, Me., wound up a three-day community celebration last week to mark the opening there of Commonwealth Shoe & Leather Co.'s new half-million dollar shoe plant.

The new plant, to be operated by the makers of Bostonian and Mansfield shoes, is actually the first large plant built in New England by the shoe industry for the last 20 years. Its construction was accomplished as the result of a whirlwind civic campaign to raise funds to finance building of the largest one-story men's shoe plant in the country.

Townspeople hailed the new plant as a true community achievement. When Commonwealth's former plant in Gardiner became inadequate for the shoe firm's needs, the Board of Trade formed the Gardiner Building Corp. to help finance and erect the new building. Gardiner Building Corp. agreed to finance \$300,000 of the cost to keep Commonwealth's payroll in Gardiner and the shoe firm took over the rest.

Designed by Charles T. Main, Inc., Boston, the new plant is a steel-frame structure set into a concrete foundation. Four-foot-high walls of concrete block are topped with windows set in steel sash. Lower panes are clear glass. Upper panes are clouded to prevent sun glare inside the plant. Fluorescent lighting is provided throughout the building.

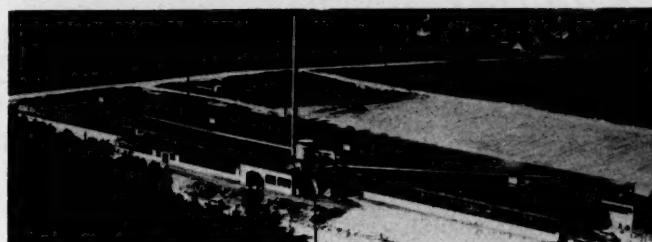
The layout, planned by United Shoe Machinery Corporation, provides a continuous assembly process from the cutting department to shipping room.

New Shoe Lining Material Introduced

Phillips-Premier Corp., Boston, distributor of DuPont fabrics to the shoe industry, will introduce "Fabrilite," a new shoe lining material developed at DuPont research laboratories, at the Popular Price Shoe Show in New York, according to Fred N. Phillips, Jr., president of the firm.

The new material is vinyl coated with a latex impregnated non-woven fibre base and is claimed adaptable to all shoe lining needs, particularly as quarterlining and sock lining material. It can be cut in multiple layers and faced before cutting so that pairs can be cut from a single die, is resistant to stitch-tearing, cracking, peeling and discoloration, according to manufacturer's claims.

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LEATHER TRADING STILL SLOW BUT SIGNS OF CLEARING NEAR

Tanners Report Market Levels Better Defined During Week

Not much volume in sole leathers. Side and calf reported somewhat better. Sheep steady, kid moderate. Prices steady.

New York Markets

Upper Leather: Trading in this market continues mostly on hand-to-mouth basis with buyers taking on supplies to fill-in. With sharp declines in raw stock, buyers of leather inclined to hold off any big purchases with hopes they will be able to buy leather cheaper. However, this situation is mixed as some other buyers have come into the market figuring they cannot go far wrong at present levels.

Price lists on most upper leather mean little as tanners have been selling at what they can get on each different sale. However, on large spread 4½ to 5 ounce elk, prices start from 46c and down, others say 48c and some 50c and down and then there are those who even talk below the 46c and down level. It is still little too early to get the right picture and it would appear that levels will not be established until hides have finally settled at some level.

Tanners awaiting the New York Popular Price Shoe Show with the hopes that shoe factories will get some business and come in and buy some leather. Many tanners say that when they approach shoe manufacturers to sell leather they get the "wait until after the show" routine.

Calfskins: Situation about the same as in other types of upper leather. Shoe factories go along as

they need leather. Some tanners report fair sales but on the whole business could stand much improvement. On women's weight suede calfskins prices heard generally start at \$1.00 and down and on smooth leather 95-90c and down. These prices are subject to negotiation if a sizable foot-long is wanted.

Reptiles: Tanners report little demand for reptile leather and what there is centers on cobras and whips. As in other types of uppers, prices are made at each individual sale and it is very hard to quote accurately. On Cobras, a range of \$1.45 to \$1.50 would be the market for large spread skins, all primes. Very little interest on alligator and lizards at the moment, which is usual during spring selling season.

Tanners report buyers complain that prices on reptile leather have not come down very much in comparison to calfskin or kid leather. They point out that reptiles are not used in anywhere near the volume of calf and kid leather and that it is mostly a trim leather. Further, there is not the volume of raw stock as there is in calf and kid.

Sole Leather: Prices still hard to quote as they are still more or less fluid and the volume of trading is not great enough to establish levels. However, tanners report prices are getting down to levels that seem to interest those factories using plastic soles and that some of them have done away with plastics and are coming back to sole leather.

Bends mostly quoted from 65c on the heavies up to 85c on the lights,

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but lower prices are possible depending on tannages, etc. Bellies, cows and steers are heard from 28c to 30c on cows and 35c-36c on steers, but here too, lower prices have been reported. Double rough shoulders seem to be between 65c and 68c on welting runs and 72-75c on men's waist belting. Some tanners report they are doing a better business while others cannot see too much improvement.

Sole Waiting

Boston sole leather tanners report situation not much changed but there is hope of new business ahead. Sales continue extremely slow with prices an individual matter with certain ranges. For the most part, this means that sales made are concentrated between 65c for heavy bends to high of 85c for light bends. Between these figures, sales are anybody's guess.

Two factors lend some optimism to market prospects. For one thing, Popular Price Show this coming week is anticipated as harbinger of better things to come. If shoe manufacturers can sell in volume at the show or soon after, chances for new sole leather business are good.

Another encouraging point is return of some shoemen to the leather market after having concentrated on plastic or nuclear soles for past months. Reason here is that recent nosedive of sole leather prices has made leather again competitive with nuclear field.

Hide market situation, of course, works against stability in leather market. Prospect of growing heavy hide supplies plus slow demand, points to possibility of further declines. Some shoe manufacturers apparently prefer to wait for hides to stabilize, hence leather, before placing new orders. Others feel they want leather at present market levels.

Sole leather tanners of Philadelphia report business is still "stagnant." Very little of anything selling. No prices available for publication.

Sole Offal Clearer

Sole leather offal tanners and dealers in Boston say not much increase in business this past week but market is somewhat clearer. By this, they indicate that trading levels are a bit more crystallized than recently. Actual trading is still far from satisfactory and tanners not too happy about prospects.

At presstime, best business in belies reported at 30c. Steers were selling at 30-32 with some tanners ask-



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Sides • Splits

ing more but no sales reported at higher levels. Cows also bring 30c with under 5-iron bellies bringing around 28c. Some tanners finding stocks of bellies getting out of hand have taken to selling pickled bellies in the raw for upper leather, glove leather and other purposes.

Single shoulders are a difficult proposition with sales slow and market undefined this week. Double rough shoulders bring 65-68c for welting stock, up to 73c or a little over for waist belt stock. Heads slow at 25c; forshanks same at 22-23c. Not much doing in hind shanks.

Calf Same

Continued reports of declines in raw calf markets puts growing price pressure on calf tanners in Boston. However, buyers have again entered this market, tentatively at least, and calf tanners are fairly busy, can look forward to even better business after Popular Price Show.

For the most part, calf leather prices were lowered on lists an average of 3-5c per foot last week. Tanners now loathe to make further concessions but willing to talk, depending upon footage buyer wants.

This holds true for both suedes and smooth.

Women's weight smooth leathers quoted up to \$1.00 for top lines but little interest even at 90c. There is fairly good demand for the 60c and below grades, particularly when the price is competitive in the popular price shoe range. Men's weights draw some interest and sales but not enough to satisfy as yet. Men's prices are more competitive now and larger sales are expected. Top grades around \$1.00. Here again, interest at 60c and well below.

Belting

Belting leather tanners of Philadelphia find the general picture bad. Hide prices have dropped considerably and in some instances lower than the pre-Korea level but demand for leather continues small.

Tanners prices have been lowered so that in some instances quotations and 6c-7c lower below Oct. figures. An example of a current quotation is \$1.04 for medium No. 2 butts. However, even with the lower prices, no one is doing much buying. Aside from quotation of the one price to clarify the picture of the present

situation, tanners say that quoting asking prices doesn't mean anything since sales are made at any price "within reason."

Curriers find that business is definitely poor. Although able to buy at lowered prices, they feel that they cannot do much buying since business is so slow. Published prices remain unchanged. Business, in many instances, is done at prices 6c to 10c lower than list, depending on the item and the size of the sale. Tanners are holding to their lists hoping that they will be able to maintain them and that current variations are temporary. There is practically no government buying at all to ease the situation.

AVERAGE CURRIED BELTING PRICES CURRENT IN PHILADELPHIA

Curried Belting	Best Sele.	No. 2	No. 3
Butt bends	1.56-1.60	1.51-1.56	1.46-1.50
Centers 12"	1.87-1.89	1.76-1.79	1.58-1.63
Centers 24"-28"	1.81-1.84	1.75-1.78	1.61-1.63
Centers 30"	1.75-1.81	1.70-1.73	1.60-1.68
Wide sides	1.46-1.52	1.42-1.44	1.35-1.42
Narrow sides	1.40-1.45	1.36-1.41	1.30-1.37

Additional premiums: extra light plus 10c; light plus 10c; extra heavy plus 10c

Kid Off

Kid leather tanners of Philadelphia report business has died down almost completely. Glazed, however,

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LEATHER and SHOES

still selling in small quantities in a variety of colors.

Even firms who have been selling mainly black and a few staple shades for years are doing some production in reds and blues. There is a definite optimistic feeling that colors will be the real focal point of business, and will become extremely active.

Suede is a 50-50 proposition now and sales made are still in black. This is mainly sold in medium and lower grades. Linings not good. Some firms find they are not worth handling; others handle them but do not find much of a market. Slipper still slow.

Cowboy boot manufacturers not buying much now. Some tanners feel the main reason for this is that large skins are not available very often rather than that there is no cowboy boot business around. When large skins of the correct weights are available they sell easily. Nothing reported in crushed or satin mats.

Price lists remain as quoted, but tanners are in a position where they must get what they can, within reason. They prefer to quote list prices for publication, however.

Rawskins show a peculiar tendency on the Brazil market. It seems that English and French tanners have entered the Brazil market, and their sudden heavy buying has forced prices abnormally high for the present. Other countries marketing their skins at prices practically at bottom.

Average Prices

Suede 45c-95c
Glazed 35c-\$1.05
Linings 30c-60c
Slipper 35c-70c
Satin mats 69c-\$1.20
Crushed 35c-80c

Sheep Slow

Boston sheep leather tanners report little change in this market. Sales have slumped considerably in recent weeks, particularly because of price pressures stemming from other markets. Influx in weeks past of New Zealand sheep at lower prices led buyers to look for lower sheep leather prices. Tanners, however, were caught in squeeze between steady domestic skin prices and buyers' pressure, could not lower prices much based on replacement costs.

Sides Spotty

Side leather tanners in Boston report business still better than two

weeks ago but situation still spotty, prices extremely mixed. Continuing easiness on hide market with no signs of firming keeps price pressure high and tanners have no way of establishing firm levels.

Attempts to quote price ranges this week would be futile as sales are made only after agreement between buyer and seller, depending upon footage and other factors. For the most part, there is little business done above 60c. This applies to all selections. Large elk widely wanted, sells at 50c and down with sales heard at 48-46c. Best sales of kip sides at 60c and down; full grain kips do best at 73c and below. The biggest business is concentrated in

lower priced selections. Army retan widely wanted at 48c and down.

Splits Slow

About the only decent business in Boston splits market reported as usual in heavy suede splits. Here demand continues fairly heavy with tanners rushed to keep up with demand from manufacturers who want this leather. Prices still at 47c and down. Interest far less in light suede splits which finds better sales at lower 30's although some tanners ask around 35c.

Linings only fair in 20-30c range; buyers show much price resistance here, with other leathers available at low levels. Both gussets and work shoes still quiet.

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TRADING MODERATE IN HIDES WITH LITTLE CHANGE IN PRICES

Primary Business In Light Hides; Price Pressure On Heavy Selections

Weakness in heavier weight hides such as heavy branded steers has caused considerable comment in most market trading quarters. While the big packers are not holding any burdensome supplies of heavy Texas, butt branded and Colorado steers, production of these hides as well as heavy native cows and steers is increasing.

In addition, many small packers

have been accumulating heavy hides to the point where their hide cellars have been filled. Under pressure of space as well as improving dwindling cash positions, some of these producers have cut prices down to World War II levels such as 14½-15c per lb. on heavy brands.

Although there was a fairly broad movement by big four and larger independent packers within the past couple of weeks heavy native cows and steers, also branded cows, more of these hides are available and are not very easy to sell. Purchases made of late were credited to certain tanners who felt that, despite unsatisfactory business and prices obtained for leather at present, it would be wise to buy a few hides around present levels. Current conditions in sole leather, however, do not auger well for any sustained buying of raw stock and heavy hides may not receive any real buying support from time to time unless upper tanners buy some at prices attractive enough to produce splits.

Indications now point to hide producers being plagued by an increasing kill of heavy cattle. The large number of cattle to be finish-fed by feeders indicates that there will be a substantial production of heavy hides this winter. It may result in a much larger spread between the prices of heavy and light hides.

Nevertheless, while the lighter hides are none too plentiful, the situa-

tion in the heavier types casts a weakening shadow over the light hides. For example, some big packer light cows from certain northern points have been available at comparatively low prices and have been slow selling. Tanners at the same time have been picking up calf and kip skins at further price reductions.

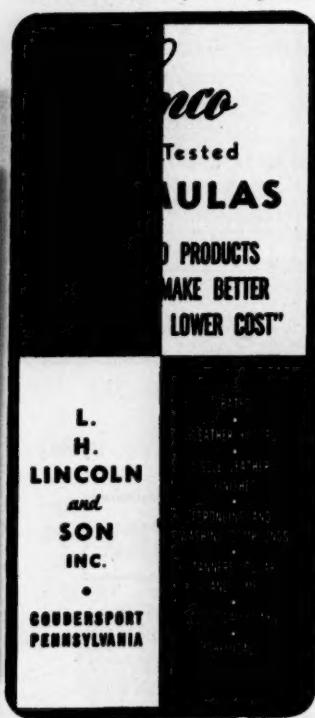
Regarding leather and shoes, there has been an interesting development of late—the importation of shoes made by top British manufacturers featuring finest English and Scotch leathers. Many of these shoes are being advertised to the public with "Martin's Scotch Grain" prominently displayed. Retail price tags at Boston, New York and Chicago stores range from \$9.85 to \$13.95 per pair. Thousands of pairs specially purchased to sell at these prices in the U. S. are expected to give some competition to our domestic productions retailing around \$17.95 and up.

With England needing dollars to bolster her trade balance, it would not be surprising to see more British-made shoes sold at competitive prices to U. S. outlets in coming months. Also, there are reports in some tanning quarters that more finished leather from Britain is arriving in the U. S.

Packer Hides Spotty

The packer market this week saw moderate activity with the heavy end going off on most trades. However, the heavy hide business was very slim, with more to be done and more expected.

The primary business was in light native cows, which sold steady. About 13,000 of these hides sold within the 23½ to 24½c range, depending upon



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QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago	Ceilings
Light native steers	25	23N	29N	37	36½
Heavy native steers	20N	20	28N	33½	33
Ex. light native steers	27	25N	30N	40	39
Light native cows	23½-24½	23½-24½	28N	37 -38	36 -37
Heavy native cows	21	21	30N	34½-35	34
Native bulls	16N	17	20N	24 -24½	24
Heavy Texas steers	18N	18N	23N	31 -31½	30
Light Texas steers	21N	23N	27N	34½N	34½
Ex. light Texas steers	23N	24N	29N	37½N	37
Butt branded steers	18N	18	25N	31 -31½	30
Colorado steers	16	17	24N	30½	29½
Branded cows	20	21	23½	27N	34 -34½
Branded bulls	15	16	19N	23 -23½	23
Packer calfskins	36 -37½	37½-40N	55N	58 -60	70 -80
Packer kipskins	29 -34	30 -35N	52½N	60	60

the points. Heavy cows sold steady, but only one car moved. Following the trading, bids were 1c lower, but packers refused. Branded cows sold 1c lower, at 20c for about 13,000 hides.

Steers not particularly active in volume. Light native steers sold, one car, at 25c, steady with previous business and somewhat higher than the nominally quoted market. Extreme light native steers were sold in a limited way at 27c, also steady. Heavy native steers were quiet. Butt branded steers sold at 17c on the outside, 1c lower, but Big 4 packers would not go along. Colorados, about one car, sold at 16c.

Bulls were active very restrictedly also, one small car selling on the outside at 15c.

The market is generally regarded as having a great possibility of holding steady on the light hides, going off slightly on the heavy lots. Heavy steers and cows are said to be under pressure, as are branded steers. The branded steers are probably the weakest point.

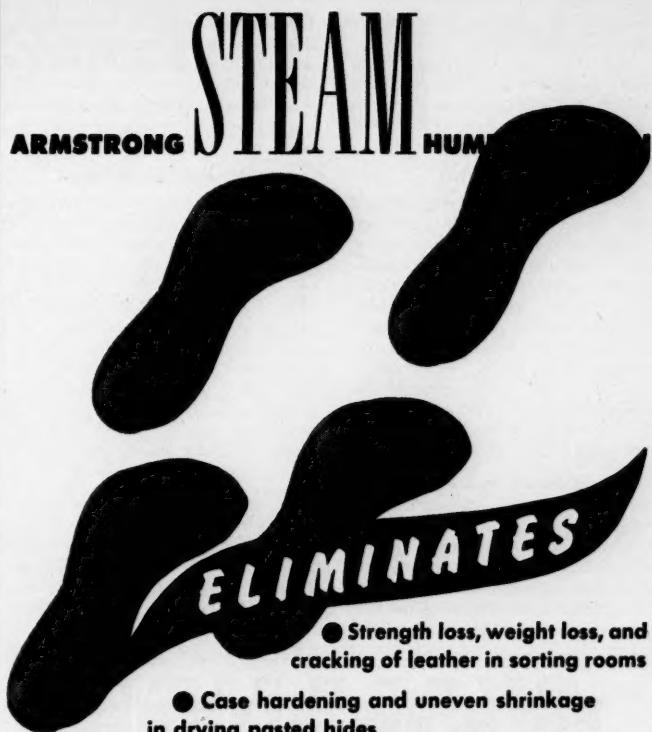
There are not many hides indicated around the market, according to sellers, but some people feel that there are more hides than sellers would like to show. There seems to be no burden, however.

Small Packer-Country Hides

A renewed attempt toward stabilization of at least the light hide prices was noted again this week when some activity in the lighter averages took place at substantially the same levels as last week. While no broad business in the market, some trading at steady levels indicated a little more willingness from tanners to trade on a firm basis.

On the very light small packer hides, prices are figured around 40% under Table I, or on a price basis of 21½ to 22c flat for good quality 40/42 lb. averages. Sellers have asked more money, however, and with very limited steady money business in big packer light native steers and cows this week, will probably stiffen their ideas, particularly where they are offering native hides or lots that are largely natives.

On the medium averages and the heavy weights, price ideas are not quite as optimistic. Tanners have shown little interest in heavy hides, particularly, and where they have been looking for the medium averages, they have price ideas somewhat lower than the sellers' levels. The



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LEATHER and SHOES

same pattern applies to both country and small packer hides.

Country levels are around 50% under Table I on most offerings, with tanners less willing to consider trading in this market than in the small packers.

Calfskins Easy

Northern calfskins sold late last week at 37½c, 2½c lower than previous business. The trade was buried and not reported until early this week, as was another trade of St. Louis calfskins at 36c for allweights. The Northern trading was to the extent of about 19,000 skins, the St. Louis business about 5,500. The market is still easy, with outside markets following this trend. The quotations in the outside markets are very uncertain with interest extremely slim.

Kipskins Uncertain

Northern kipskins selling late last week at 34c, with over-weights at 29c, established the market for the time being. Skin markets are very uncertain, both calf and kip, but kip is regarded as the better of the two.

The closing of the gap in the quotations is some testimony to this condition. There is not much kip around and it is figured that only that which is in the make will be offered in the big packer market with the exception of one seller who is holding for LIFO.

Horsehides Weak

Horsehides continue very weak. The market on offerings for 65/70 lb. Midwestern trimmed hides are quoted around \$8.50, with best interest around \$8.00, and few tanners even quoting that. The reason, of course, is that the demand for horsehide leather is very slim and tanners just cannot pay the price, or even tan the hides. Fronts are very slow, quoted around \$6.50 at best, bids somewhat lower. Butts, basis 22 inches and up, are figured tops at \$2.50, with offerings held for more money.

Sheep Pelts Slow

The lamb pelt market is called about \$3.50 for best packer Western lambs, although \$4.00 per cwt. liveweight basis is asked in many

instances. Native lambs are quoted about 25 to 50c less, depending upon quality. There is not much interest in them at this time, the puller demand very slow because of the uncertain wool market.

Big packer shearlings are still the headliner item with sellers but even here volume is restricted. Fortunately, the production is very light and packers accumulations are slim. Sales of No. 1's are noted around \$2.90 to \$3.00, with No. 2's around \$2.10 and No. 3's around \$1.65. Fall clips are quotable around \$3.30 to \$3.50, with sellers holding for the higher levels.

Pickled skins are quotable around \$11 to \$12 per dozen for best lines, with offerings held to \$14 per dozen by packers.

Dry Sheepskins Mixed

Trading still confined to odd lots as most buyers out of raw stock markets.

At Australian wool sheep auctions, prices mixed. Melbourne offered 33,800 skins, 1½ inch and up, all qualities, 2-6 pence lower, bare to 1 inch, 1-3 pence lower, new season lambs, par to 1 pence dearer, all Australian currency, fob.

At Sydney, 53,000 skins offered, new season lambs 4-7 pence, bare to 1 inch, 8-12 pence, all others, 6-8 pence Australian currency lower. More offerings of late but selling quarters say they have difficulty in interesting buyers. Some figure that even at the lower prices, asking rates are 10-20 per cent above our market. According to late reports, Masamat, France, is the principal buyer, keeping prices up.

Export business in Peruvian slats at around 30c per lb. fob. Peruvian port, for ordinary assortment. No change in the Papra, India market. Prices too high.

Deerskins Slack

Due to large tanners having low set views, trading is at a minimum. Report that some Maranhao "jacks" sold at 67c fob., basis importers. However, other agents bid 70c fob. and failed to obtain skins as shippers were asking at least 2c more. Regular descriptions of Brazil "jacks" hard to quote as few offers coming in. Siam market firm and shippers asking 61c. Although it is as yet a little early for New Zealand, some offers noted at \$1.45 c.f., which is considered too high for this market.

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NEWS QUICKS

About people and happenings coast to coast

Massachusetts

- **Adrena Stitching Co.** of Haverhill is reported in line for a new contract calling for the manufacture of combat packs. George Giragosian, owner of the contract stitching firm anticipates the new contract will keep the firm busy until late spring.
- **Aldrich Shoe Co., Inc.**, former Lowell shoe manufacturer, is reported to have mailed first and final dividend checks of 16½ percent to creditors.
- **Pine Chemical Co.**, Hingham maker of cements, adhesives and other chemicals has opened a Boston office at 210 Lincoln St.
- **Alexander G. Ginchereau** has joined Bates Shoe Co., Webster, as finishing and treeing room foreman. He was formerly employed by Heywood Boot and Shoe Co. of Worcester.
- **Geo. Scarob, Inc.**, Haverhill manufacturer of shoe platforms, held public auction of machinery, merchandise and equipment on Nov. 6. The firm has been inactive for several months.

Missouri

- The **Greenbriar Shoes, Inc.**, factory at Clarence is reported to have been shut down indefinitely. Company officials state that all equipment from the Clarence plant will be moved to that at Minneapolis.
- Negotiations are reported under way for the merger of **Wesseling, Jordan Shoe Co., Inc.**, footwear manufacturer of Tipton, with **Weber Shoe Co., Inc.**, of St. Louis.

Maryland

- The **Baltimore Shoe Show**, sponsored by the Baltimore Shoe Club, Inc., and the Associated Shoe Travelers, Inc., will be held Feb. 17-20, 1952, at the Lord Baltimore Hotel, according to P. Irvin Volk, chairman of the Shoe Club.

Illinois

- Maurice H. Jones has been appointed western sales manager for **Lasting Shoe Co., Inc.**, Brooklyn manufacturer of misses' and children's shoes. Jones recently resigned as general sales manager of John A. Frye

Shoe Co., Inc., of Marlboro, Mass. Jones will also continue as sales manager for Wayne's of New York, house slipper manufacturers. His headquarters will be in Chicago.

• **Scholl Mfg. Co., Inc.**, of Chicago has announced it will introduce a new line of men's shoes to retail at \$12.95 and up. The new line is expected to be ready around Feb. 20, it is reported. Scholl recently completed plans for the construction of a new three-story addition to its plant in Chicago. Cost is estimated at approximately \$275,000.

Ohio

• **The Longini Shoe Mfg. Co.**, Cincinnati women's shoe manufacturer, is reported to have consulted with larger creditors regarding liquidation of outstanding indebtedness.

• Stockholders of **Diamond Alkali Co.** have given the "green light" to the company's plan for financing a long-range program of expansion and diversification through the issuance of preferred stock. Capital of the company is increased from \$30 million to \$55 million by authorizing of \$25 million of preferred stock. The company will make a public stock offering of not more than \$12 million late this year or early in 1952, according to president Raymond F. Evans. Stock will be convertible into common shares and will have \$100 par value.

Pennsylvania

- **American Cyanamid Co.** has named H. J. West as technical director of its Bridgeville plant.
- Registration certificate has been filed by Edwin Mirow and Rita Perl-

berg to trade as **Edwin Mirow Co.** at 117 North 4th St., Philadelphia. The firm will sell boots and shoes at wholesale.

• Leading contenders for awards in the Shoes Division of the **Hess Brothers Versatility-in-Design Contest** for multiple uses of merchandise were announced this week by Mitchell Kauffman, general merchandise manager. They are **Wellco Shoe Corp.**, Waynesville, N. C., for "Fun Timers" house slippers, and **Heywood Boot & Shoe Co.**, Worcester, Mass., for its shoes adaptable to casual lounging and street wear.

• Agreement on a new one-year contract for employes of **Billig Shoe Co.** at Peckville is expected shortly. Employes are members of Local 13164, District 50, United Mine Workers of America. Joseph Verbin, regional director, reports all but minor details of a new contract have been worked out with company officials. Present contract expires Jan. 3, 1952. The company now employs only 150 workers as against the 450 employed during peak production.

New Jersey

• **National Shoe Stores, Inc.**, retail chain, opened its 81st store at 161 Washington Ave., Belleville, on Nov. 23.

• Fire destroyed the one-story plant at Clifton housing both the **Columbia Leather and Coating Co.** and **Parts Coating Co.** Cause of the blaze was not immediately determined.

Mississippi

• Mississippi's first shoe manufacturing company, **Foot Carex Shoes, Inc.**, recently chartered under state laws, is reported to have begun production of women's shoes at its new \$250,000 plant in Ripley. The firm is a subsidiary of **W. B. Coon Shoe Co.** of Rochester, N. Y. Production plans call for capacity of 2,000 pairs

Here are 3 SHOE PRODUCTS THAT SAVE PENNIES

INNERSOLES
PLATFORMS
WEDGIES

LYNN INNERSOLE CO., ALLSTON, MASS.

LEATHER and SHOES

per day of high-grade women's welt shoes. Approximately \$100,000 worth of machinery has been installed, with 50 persons at work now. The company expects to employ 350-400 persons within two years.

New Hampshire

- **Business of A. J. Lawson Shoe Co., Inc.**, Rochester manufacturer of men's slippers, is reported to have been discontinued.

Canada

• Canadian production of leather footwear declined in Aug. 1951 from the previous year for the third successive month, the Canadian Government reports. Total output for the month was 2,894,821 pairs as compared to 2,911,540 pairs in Aug. 1950. However, figures for the first eight months of 1951 show output at 23,044,243 pairs or six percent above the 21,706,002 pairs produced in the same period last year.

• Wholesale sales of footwear across Canada increased 20.5 percent in dollar volume in Aug. as compared with Aug. 1950 and 26.3 percent in the first eight months of 1951 as against the 1950 period. Stocks of wholesalers were valued at 19 percent higher than last year for the end of the eighth month.

• Indicating the trend of business in the shoe industry, the Canadian Government reports wholesale shoe sales across the country advanced 20.5 percent in dollar volume during Aug. as compared with Aug. 1950. Sales for the first eight months of 1951 were 26.3 percent above the comparable 1950 period. Stocks of wholesalers were valued at 19 percent higher over the eight-month period.

Oklahoma

• The city of Hominy may lose a chance to obtain a \$75,000 a year shoe industry if it is unable to find buyers for a \$232,000 bond issue, approved to finance a site and factory building to relocate **The Longini Shoe Mfg. Co., Inc.**, of Madison, Ind., in Hominy. Charles Longini, head of the shoe firm, has told city officials he is interested in opening a plant there.

Texas

• **Stiebel Shoe Co.** has been organized under Texas laws to manufacture footwear in Dallas. Minimum authorized capitalization is \$70,000. The company is reported offering 9,000 debenture units for subscription. Common stock is held by Mr. Stiebel and Angelo Sariego.

New York

• **Imperial Shoe Corp.**, New York footwear wholesalers located at 118 West Broadway, is reported to have discontinued business.

• **Joseph Goldberg**, president of Foremost Shoes, Inc., Brooklyn footwear manufacturer, has purchased interest of **William Lederman**, vice president, and **Joseph Dranikoff**, secretary, it is reported. Purchase was made by Goldberg of Nov. 2 and it is reported he paid Lederman and Dranikoff \$3,000 each for their shares.

• Auction sale of assets of **Helene's Shoes, Inc.**, was held on the premises, 75 Roebling St., Brooklyn, on Nov. 15.

• Assignee's sale of merchandise of **Lucette Handbag Co., Inc.**, New York City manufacturer of women's handbags, realized about \$720, it is reported. Fixtures on which there is a mortgage realized about \$800. Attorney for assignee estimates liabilities at approximately \$5,000.

• Bankrupt sale of merchandise of **Dunhill Suspender & Belt Corp.**, 1220 Broadway, New York, realized approximately \$13,650, it is reported.

• Creditors of **D & L Leather Goods Co., Inc.**, New York, have agreed to accept compromise offer of 40 percent, it is reported.

• **Harold Krasner**, former sales manager of Desco Shoe Corp., has been appointed general manager of Steponair, Inc., Somersworth, N. H., division of Dover Shoe Mfg. Co.

• **Endicott-Johnson Corp.**, Endicott, will introduce a new line of girls' casual fabric spring shoes. The new shoes will retail at \$3.98 per pair.

• **Lewis Handel Shoe Corp.**, has announced it will move into its own building at 146 Duane St., New York City, on Jan. 2, 1952. The firm will use all seven floors of the structure.

• **Robert S. Arbib & Co., Inc.**, New York City hide broker, has been appointed American representative for A. S. Paterson & Co., Ltd., New Zealand wool sheepskin and pickled skins firm.

• **Doerner Leather Co.**, New York City, has been appointed sales agent in Pennsylvania, Maryland, and upper New York State for Bristol Rubber Co. The latter is eastern distributor for "Maxecon" rubber soling. Doerner will also handle products of Bristol Fabric, Inc., Boston, in the territory.

• **Krieger-Rosen Shoe Mfg. Co.** has been organized to manufacture shoes in Brooklyn. Principals were formerly with Progress Shoe Co. of Brooklyn.

• Four candidates have been nominated for the office of president of the New York Shoe Superintendents'

LEATHER

YESTERDAY—TODAY—
ALWAYS!

DEBRAVABATE

COMPOUNDS AND LIQUID EXTRACTS

AMERICAN EXTRACT CO.

PORT
ALLEGANY, PA.

"210" Toastmaster



Robert W. Schiff, president of Shoe Corp. of America, who will act as toastmaster at the 19th Annual Banquet and Entertainment sponsored by The 210 Associates on Tuesday evening, Nov. 27, at the Waldorf-Astoria, New York City. More than 1600 guests are expected at the semi-annual affair, generally regarded as the outstanding social event of the nation's shoe industry. Chairman of the banquet committee is Fred N. Phillips, Jr., of Phillips-Premier Corp., assisted by J. William Nicolls, Jr., Day-Gormley Leather Company; Allen Goldstein, Plymouth Shoe Company; Herbert C. Lee, A. S. Beck Shoe Corporation; Joseph McCauley, Allied Kid Company; William Burger, United Last Company; William Gaffney, New England Shoe & Leather Association; Charles Harding, Dewey & Almy Chemical Company; Frank Rozello, Frank Rozello, Inc.; Louis Shain, Shain & Co.; Martin, Irving J. Fife Company.

and Foremen's Association. They are: Moe Rosner, now first vice president; Harry R. Levy, Irving Bederson and Lawrence Engel. Charles Dinnolfo has been nominated for first vice president, Jules Schneider for second vice president, and Al Sorace for third vice president. Joe Goldsmith was again named for secretary, and Joseph Welsh for secretary.

• Herman H. Knoll has been appointed sales manager of Bambi Foot-

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PROCTOR DRYER FOR LEATHER PASTED ON GLASS PLATES

That is exactly what tanneries report where modern Proctor dryers for leather pasted on glass plates are in operation—uniform drying of top quality leather. The basic principle of the pasting process coupled with the features of the Proctor system, are responsible for the consistently high quality in finished, full grain leather that is assured with this system.

Uniform drying is made possible by positive and carefully controlled air flow, which is reversed upward and downward between the plates as they pass through the drying enclosure. Positive graduation in drying conditions is made possible by sectionalized zoning in the length of the machine. Temperature and humidity are automatically controlled in each zone. Every feature in the design of this Proctor system is incorporated to assure uniform drying of quality leather.

You may be interested to know that Proctor drying systems for leather are not only designed for you by Proctor engineers—but every bit of the manufacturing and fabrication necessary to build them is done in the large Proctor plant in Philadelphia. Investigate the advantages of a Proctor designed and Proctor built system for your leather drying problem.

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AN INVITATION TO PATENT HOLDERS

Have you patented equipment which you have developed for your own line of business that you would care to have developed, manufactured, or sold? If such equipment comes within the line of our manufacturing and selling experience, we would be pleased to have you contact us. We will discuss the matter with you without obligation. If there seems to be a mutual advantage we may be able to realize good returns on new developments.

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DRYERS FOR PASTED LEATHER • TOGGLE
and DRYING SYSTEMS • CONVEYOR DRYERS
EXTRACTING ROLLS • WASHERS and DRYERS
FOR CATTLE HAIR • "ROTO-SPRAY"

GOODYEAR OFFERS ALL-NEOLITE SHOE



Holding a pair of men's shoes made entirely of Neolite except for the vamps of leather is R. S. Wilson, vice president in charge of sales at Goodyear Tire & Rubber Co., Akron, O. The shoes, along with women's casuals and style lines, also all-Neolite, were introduced for the first time at the National Shoe Fair in Chicago. Neolite, used extensively for shoe soles and innersoles since 1944, will now be offered to shoe manufacturers as an upper material, according to Wilson.

wear, Inc., Brooklyn manufacturer of children's shoes.

• **Joseph Cohen** has resigned as fitting room foreman of Robern Shoe Co. of New York.

• Auction sale of assets of **Hyrose Mfg. Co.**, New York footwear manufacturer, is reported to have realized approximately \$20,000.

• **Footwear Corp. of America** has been organized to sell footwear at wholesale. Address is at 45 West 34th St., New York City. Principals are Harold J. Krasner, president, and Jesse Klein, vice president.

• Close to 200 industry leaders attended the annual dinner of the Shoe Division of the **Federation of Jewish Philanthropies** held Nov. 20 in New York City. The dinner marked the peak effort in the industry's drive on behalf of the Federation's \$20 million drive in support of 116 non-sectarian medical institutions and social welfare agents. Sam Abrams, president of Knomark Mfg. Co., is chairman of the Shoe Division.

• **Antara Products**, division of **General Dyestuff Corp.**, New York, will be known as **Antara Chemicals** after Dec. 1, as part of a \$20 million expansion program in the field of surfactants, intermediates, acetylene chemicals and allied products.

• Formation of a Marketing Committee and expansion in scope of the functions of the Public Relations Committee have been approved by board of directors of **The Society of the Plastics Industry, Inc.** Amos Ruddock, merchandising manager of the Plastics Division of Dow Chemical Co., has been named chairman of the Marketing Committee.

THE INSIDE story of all good shoes

GEILICH LEATHER CO., TAUNTON, MASS.

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LINING LEATHERS



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Deaths

Moses D. Cohen

... 76, shoe executive, died Nov. 15 in Cincinnati, O. He was a former vice president of Dan Cohen Co., retail shoe chain with general offices in Cincinnati, and also a vice president of Dan Cohen Realty Co. He leaves a son, Daniel A. Collier, president of the two Cohen firms; a daughter, Mrs. Jules Kassel; and a sister.

George M. Loring

... 45, shoe foreman, died suddenly on Nov. 14 at his home in South Hingham, Mass., following a short illness. He had been a foreman at the E. T. Wright Co. plant in Rockland, Mass., for the past 26 years. Born in Hingham, he was a member of the Hingham Fire Department for many years. He leaves his wife; two sons, George L. and Robert; four daughters; his parents and six sisters.

George Thamm

... 74, died Nov. 14 at St. Peter's Hospital, Brooklyn, succumbing to an organic ailment. News of his passing was learned with deep regret by his many friends in the trade. He had been associated with John Andresen & Company, Inc., for over 40 years and was one of the oldest and best versed hide men on foreign descriptions in the industry. He lived in Hollis, N. Y. Surviving are a sister and three brothers.

(Other Deaths on Page 42)

THE NEW ERA

(Concluded from Page 9)

shoe retailers earlier this year. But retailers who had an efficient inventory system were not caught in this trap—at least not as hurtfully. This lack of inventory system hurt not only the retailer but the manufacturer and traveler. This stands as only one example of inefficient store op-

eration, much of which will be avoided in the "new era" of selling.

Now, how would this shoe traveler become, in effect, a modern "retailer," able to act as a qualified store consultant? Here is one plan I suggest.

The manufacturer opens a modern retail shoe store in a city, preferably through an established retailer or in an already established store. It is to operate just like any other shoe store on a competitive basis, but utilizing every efficient and up-to-date method. This store becomes a sort of *retail shoe clinic*. It would be open to all the manufacturer's retailers. If the store were in Chicago, say, then retailers could come from Maine, Texas, Ohio, etc., and spend several days observing the operations of this model store or "clinic." The retailer would actually be taking a course in business operation. He would learn about record-keeping, accounting systems, fitting, personnel handling, inventory systems, buying, displays, advertising, etc. Brochures on each of these would be available for him to take home, so that what he has seen with his eyes in the "clinic" can be carried through when he gets back home.

Any of the retailer's specific problems would be specifically tackled by the clinic. He would learn, for instance, the importance of frequent fill-ins, resulting in fewer sales losses because of lack of sizes. The fact that he already knows this is unimportant. What's important is that he does it.

But not only is this clinic available to retailers but to the manufacturer's travelers. It is here that they obtain their basic training in actual store operation by becoming—perhaps for two or three weeks out of each year—actual functional personnel in this model store. It is not that they are learning to become shoe clerks but shoe store *managers*—in-

dividuals capable of seeing over-all operations.

Such a store would not be an elegant establishment, but modern and "average." It would be an "open house" for retailers to come and see what to many might be a fresh version of retail shoe business—and an inspiring revelation in addition. It would create retailers capable of bringing about better store management, better service to consumers, better profits, and better customer relations for the product, the store and the manufacturer. It is only too obvious that the success of a manufacturer and his product hinges largely upon the success of his retailers. Is it not just as obvious that the manufacturer has a positive stake in improving the management efficiency of his retailers?

Long-Range Plan

I am viewing all this as a long-range plan. An idea may be born overnight, but its successful execution requires maturity. On the basis of my own long experience in retail shoe store operation I firmly believe (1) that the idea is sound, and (2) that it will one day become part and parcel of shoe business.

If we stop to marvel at the wonders of modern science, we suddenly realize that all the scientific laws, the information, existed centuries ago. Fruitful results come only when what already exists is put to work.

And so with shoe business. All the laws, the information, the rules, already exist and are known to most. The job is to put these to work. As someone said, "An idea is a funny thing; it won't work unless you do."

Putting this plan to work is certain to bring us into a new era in shoe business, creating a new kind of shoe traveler, a better managed shoe store, with more profitable and friendlier relations among all concerned.

Experienced shoemakers know and ask for

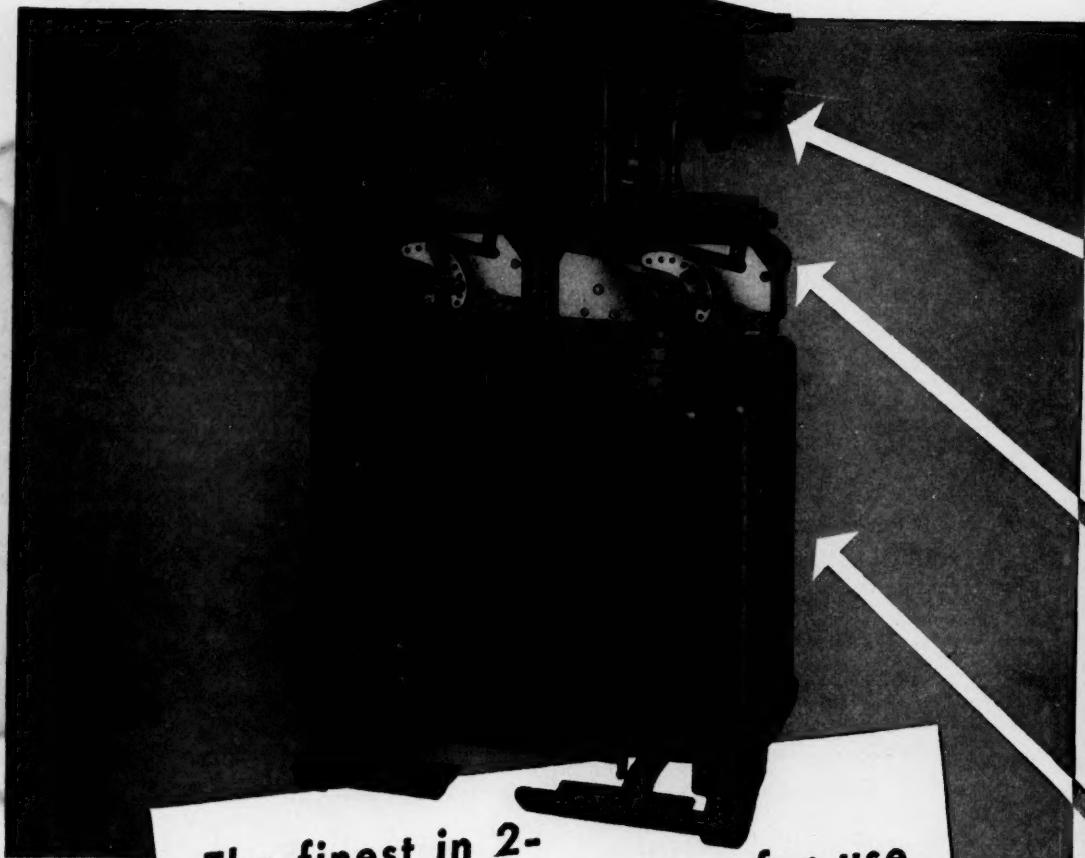
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The finest in 2-
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With the NEW **USMC** CEMENT SOLE ATTACHING MACHINE—MODEL C



Overhead mechanism
accommodates all heel heights



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under pressure

A versatile, hydraulic machine that offers for the first time on a two-station press these three features—

Balanced Pressure

Toe pads and heel blocks have equalizing means, providing automatic adjustment for all heel heights to give correct distribution of pressure on the shoe bottom.

A slight turn of a handwheel adjusts for changes in shoe sizes.

New Improved Pad Box

This latest type of pad box takes a wider range of sizes, adjusts to more heel heights and gives improved bottom character.

Positive Time-Pressure Control

An adjustable device automatically controls the time under hydraulic pressure, assuring a uniform bonding period for each shoe and permitting both stations to be under pressure at the same time. The individual operation of each station permits an overlapping cycle.

While designed primarily for "flat" work, this machine can be used effectively in many cases on shoes carrying conventional Cuban and Louis heels.

Its simple, rugged construction and easy operation make it right for volume production.

The hydraulic system keeps most moving parts bathed in oil. This and all mechanical features are designed to provide maximum production with minimum maintenance expense.

For complete details call the nearest United branch office.

UNITED SHOE MACHINERY CORPORATION

BOSTON, MASSACHUSETTS

PRIME COST BASES

(Continued from Page 11)

the quantity of chemicals used in the liming process. But the total ash content is rather low and its alterations cannot have too much influence upon the white weight.

Most important of all these factors is the water content, because it is the greatest of them (roughly three-fourths of the total white weight) and it undergoes the widest variations. A small part of it is adherent water whose quantity depends upon the pressure of machines (flesching, scudding, splitting machines), or tools (hand beaming), and upon the length of time and kind of draining

before weighing (e.g. weighed immediately after scudding, weighed after 2, 6, 12 hr. laying on the floor or on the horse, etc.).

A much greater part of the water is absorbed by the hide fibers and makes the hide plump. The plumping effect, i.e. the quantity of water absorbed, depends upon many factors, most important of which is the alkaline strength of the lime. With the increase of strong alkali content (in most cases sodium sulfide) the plumpness increases too. Other factors influencing the plumpness are: temperature and duration of liming, temperature and duration of watering after scudding, etc.

All these factors have to be observed carefully and all conditions kept uniformly to obtain reliable white weights. Flesching and trimming have to be done to the same extent always, temperatures and concentrations of lime liquors exactly regulated. The hides have to be weighed either immediately after scudding or after watering at definite temperature during a definite time, but always under strictly identical conditions.

Deliming

Every kind of deliming makes the hides fall down and, therefore, decreases the white weight. It must be made the general rule that the white weight be determined before deliming. Whenever the manufacturing formula calls forth any kind of partially or totally delimed weight, e.g. pickled weight for chrome tan, two different ways can be chosen:

(1) The simple and reasonable way is to determine the relation to pickled weight; white weight and convert all percentages into the white weight base. (2) This way is more cumbersome but must be chosen if the foreman or superintendent objects to the first one and cannot be brought to a better conviction. In this case both weights have to be determined: the real white weight for calculations, and the delimed or pickled weight for the process formula.

If the hides are cropped in the beamhouse it is superfluous to weigh them before and after cropping. The fractions have to be weighed separately and their weights summed up. If the hides are split, the weights of both the upper and flesh splits have to be considered as real white weight, while trimmed offals of the flesh splits have to be overlooked, because they never come into the process and

cannot carry any expenses. In this case it would be a fundamental error to consider the weight of the hide before splitting as a calculation base because the weight of trimmed offals must be subtracted from the total weight in the same way as the weight of flesh which is taken off in fleshing and never comes into the process.

If the purpose of splitting is only to obtain a good flesh split, as in processing sheepskins for chamois leather, the determination of white weight must be carried out in the same way. The white weight equals the sum of flesh split plus the trimmed skiver. If the whole skiver is useless and does not come into the process it has to be dropped in determination of the white weight.

The white weight must always be determined by the same method, observing exactly the same conditions. However, at times it may undergo certain alterations if technical reasons make it necessary to change the liming process. But if for any reason — probably by increased alkalinity of the lime liquor the white weight increases by $p\%$ the raw hide value and processing costs of one pound white weight and the yields of finished products obtained from one pound white weight, both will be decreased to exactly the same extent. New costs and new yields of one pound white weight will equal

100

$100 + p$ parts of the original. This means that there will be practically no changes in calculation.

All actual expenses can be easily related to the total white weight, but there are some difficulties in establishing theoretical calculations for each single article, because formulations for chemical consumption and piece rates are often related to quite different bases. In the beamhouse all chemicals and wages are related to the number of pieces or to the raw weight. Later the manufacturing formula will mention pickled weight, shaving weight, dry weight for chrome leather, wet and dry bark-tanned weight for vegetable tanned leather. Finally the finished weight and area can be of some importance, especially for wages.

In establishing theoretical calculations, all those chemical consumptions and wages which are related to any other units have to be converted into values related to the white weight. Practical examples for conversion of those values will follow in the chapters on articles dealing with Chemical Expenses and

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Wage Accounting. But it should be described here just what factors can be found to convert all different relation bases into white weight.

The most important of them is the number of pieces. Of course, the weight of one piece of hide can undergo widest variations from one-half pound of kidskins up to 200 pounds of bull hides. It would be sheer nonsense to use a conversion factor obtained by division of the total white weight by the total number of hides.

Instead, the hides must be classified and an average white weight determined for each group. It would be quite impossible to find the right classification and the right average weights generally for all tanneries. Each tanner must establish his own classification and average weights, based upon the practical experiences of his own plant. For example, classification and average values of a tannery should be mentioned which produced the most usual types of shoe, belting, glove and lining leather.

TABLE 1

Conversion of No. of Pieces
Into White Weight

Type of Raw Hide

White Weight of 1 Piece

Heavy bulls	102 lb.
Heavy steers	73 lb.
Light steers and heavy cows	48 lb.
Ex-light steers and light cows	36 lb.
Overweight kips	26 lb.
Kips	15 lb.
Calves	9 lb.
Sheep	7 lb.
Lambs	1½ lb.

Just as there are no generally valid conversion factors for numbers of pieces, there are none for raw hide weights. Yield percentages of all kinds of raw hides have tremendous variations and every tannery has to determine its own conversion factors. In the following Table 2, there are contained conversion factors for some raw hide types only to visualize the practical execution of establishing theoretical calculations in the above-mentioned instance.

The pickled weight which is of rather restricted importance as a rule, stays in much steadier relation to the white weight, and the factor obtained in Table 2 may not undergo too great variations in different tanneries.

The shaving weight, one of the most important relation bases for chrome-processed hides and also for some types of bark tanned hides like russet and lining leather, can undergo tremendous variations again. The conversion factor is very greatly depending upon the relation of the

thicknesses before and after shaving, and should be determined separately for different types of finished leather to obtain reliable values.

However, deviations of different articles offset each other and the final result will not be too badly affected by them. Therefore, in most cases an average factor can be used, but special factors must be established for those articles which would show too great deviations. An example of an average factor is given in Table 2.

The dry weight as relation base for most kinds of chrome suede and sometimes for stuffing of certain types of bark tanned leather, is subjected to the same variations as the shaving weight.

The wet tanned weight is very important for loading of bark tanned leather. It depends upon the degree of plumping caused by tanning liquors, upon the tannin absorption and the time of laying before weighing. As a rule, the deviations are not too great and conversion factors of most tanneries should be rather close to the value contained in Table 2.

If the hides were wrung before loading or stuffing, the wrung tanned weight will replace the wet tanned weight. This weight is subjected to

greater variations again, because it depends upon the pressure of the wringers which varies in different tanneries.

The weight of finished leather can never figure in chemical consumptions, but sometimes it is the base of certain wages. The area is sometimes considered as a base for consumption of finishes and also for wages of finishing operations. Conversion factors for both factors are indicated by the practical yields, and, of course, considerable deviations from the values of Table 2 are possible.

TABLE 2
Conversion Factors for Theoretical Calculations

Denomination	Corresponding White Weight
100 lb. fresh raw weight (green weight)	96 lb.
100 lb. salted raw weight	116 lb.
100 lb. dry raw weight	223 lb.
100 lb. dry salted raw weight	165 lb.
100 lb. shaving weight	193 lb.
100 lb. dry weight	500 lb.
100 lb. wet tanned weight	95 lb.
100 lb. wrung tanned weight	116 lb.
100 lb. finished sole leather	125 lb.
100 square feet finished upper leather	119 lb.

(Note: the 4th article in this series will follow shortly.)



GIVE
The UNITED Way
for ALL Red Feather Services

IMPROVED STITCHING

(Concluded from Page 13)

They do not hold the wrappers correctly, are constantly weaving this way or that with their hands to bring the wrapper in or out.

I have seen operators actually encouraged by supervisors or foremen to force a wrapper on, resulting in a distorted shoe. Their work is never uniform or swift.

Operators must be taught not only how to perform this specific task, but the *why* of each portion of the job. When one understands the reason for the method, the job is easier to perform. For example, if the operator has been in the habit of working while seated at an angle, "forceful" correction of this angle without explanation serves only to irk the operator without improving the work.

Operator Training

Operator training consists of proper seating angle; proper method of holding the socklining and vamp and fitting them to the notches; proper holding of wrapper; proper application and use of gauges; etc.

There are many methods of stitching California, and many different

types of machines upon which such stitching is done. But there is no one machine designed especially to perform this operation. On the basis of my own experience, it appears that the reason for so many variations in stitching methods and machine applications is due actually to the failure of operator training. The manufacturer tries this machine and that, hoping always to find a machine that virtually performs the operation by itself as a compensation for the shortcomings of operators.

A machine is an inanimate and totally impartial device. It makes no distinction of materials or individuals. It is designed to perform a specific task, and does so well if so allowed. Thus, the operator must be taught to "obey" the machine, rather than vice versa. It is the operator's job to see that the machine is properly fed and handled so that it is able to do its pre-ordained job. This, fundamentally, is the essence of all mechanical or scientific operation.

Here we come to the nub of the training issue: whether the task shall be dominated by the "skill" of the operator (subject to human error), or by the function of the machine or device (not subject to human error).

Thread And Tension

The method of fastening two pieces of material by sewing machine depends upon two important factors: (1) the torsional stress of the thread; (2) the torsional stress of the material.

One cannot sew light and fragile material with a tightly sewn and strong thread. Under tension the material would break away. The tension of the thread must be in proportion to the strength of the material sewn. The resultant seam should contribute as much to the over-all integration of the shoe as does the material itself.

I have seen covers sewn with such tight thread tension that the finished shoes have torn holes in the wrappers—only one example of failure to consider the factors of thread, thread tension and their relation to the material sewn.

Mechanical stitching control devices, mostly in the form of small attachable gauges, have been a recent boon to solving stitching room problems. However, there has been some disappointment and failure in the use of these gauges in some factories. Analysis reveals the reason

why: because operators are taught or made to believe that shoe assembly in the fitting room is dependent wholly or largely upon the manual skill of the operator. In short, that stitching is primarily a manual rather than a mechanical operation.

Another cause of disappointment is the failure to adapt the proper gauge to the specific job. For example, sole stitching gauges are designed to allow the material to be held accurately at a $\frac{1}{8}$ inch margin or less, and permit the operator, if properly instructed, to fit vamp on socklining without difficulty and with speed and uniformity. This operation cannot realize its maximum efficiency unless the proper gauge is used for this specific operation.

Wrapper stitching gauges are designed to accurately sew wrappers at a margin of $\frac{1}{8}$ inch or less.

Reduce Human Error

Mechanical stitching guides, if properly adapted to the work, supplant manual control for scientific control and reduce or eliminate the ever-present element of human error which creates "cripples." Skillful manual control in stitching requires incessant mental concentration. When this concentration relaxes, as it must inevitably do periodically, the manual control is less efficient and the work shows defects—even with the most skilled and experienced operators. Also, this required mental concentration produces mental fatigue, nervousness and anxiety, factors which in themselves create error. Yet these are rarely considered by the average factory.

Is it not obvious that if the operator can be largely relieved of this strain that the resultant work can be greatly improved? A mechanical stitching control device is designed specifically for this purpose—and if used properly it achieves it.

Use of this three-part formula (operator training, thread and thread tension, and mechanical stitch control devices) has proved time and again to bring highly effective results in sole and wrapper stitching. The end product is a shoe that does not shorten, and will go on the last easier; elimination of wrinkled socklinings and covers; prevention of "bursting" shoes; heel well rounded; no bulky places where straps and vamps are sewn.

In short, a high quality product, regardless of the price of the shoe.

Use L&S WANT ADS

for sale of

machinery,
equipment,
supplies,
plants, etc.



They get results—
only \$2.50 per inch



Send copy to
Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

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Wanted and For Sale

Wanted: Surplus Stocks

SHOE MANUFACTURERS' SURPLUS OF
Shoes including Close Outs,
Samples and Factory Damages
Also LEATHER SURPLUS and REMNANTS.
WRITE
MATT AMROSE & SONS,
SYRACUSE, N. Y.

Wanted to Buy

MEASURING MACHINE in good condition.
Address:

N. Treitel,
124 W. 30th St.,
New York 1, N. Y.
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Wanted: Corrugated Cartons

WE BUY surplus and discontinued stocks
Any Quantity
Any Size

CANCO CARTON CO.,
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SEDWICK K. JOHNSON

Leather Chemist and Tanner

Research and Government Work a Specialty
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EASTERN PENNSYLVANIA (Danville) Factory
for sale or rent. Rent \$2,000 per ft.
two boilers, elevator, sprinkler system, 2 acres
land, good labor conditions, equipped for tan-
ning. Price \$55,000 including machinery.
Terms. Address L-8, c/o Leather and Shoes,
20 Vesey St., New York 7, N. Y.

For Sale — New

1-108" Diameter by 312" Long Horizontal
Storage Water Heater with steel shell $\frac{3}{4}$ "
thick and bumped heads $\frac{3}{4}$ " thick, welded
construction, 100% insulation. 110 volt.
Heating capacity 6,000 gallons of water per
hour from 40° to 180° F. with steam at 100
pounds pressure. Total weight approximately
16 ton. Never been in use. Available for
immediate shipment. Address L-7, c/o Leather
and Shoes, 300 W. Adams St., Chicago 6, Ill.

For Sale—Equipment

The following machines are offered
subject to prior sale:

- 2 72" P5 Turner Setting Machines
- 1 82" Turner Soak Flesher Machines
- 4 American Ironing Machines
- 1 72" Aulon Finishing Machine
- 1 Fairbanks Scale
- 1 Aulon Brusher
- 1 Stocomb Clamp Stake (Motorized)
- 1 Stocomb Softening Machine
- 1 Turner 12" Shanking Machine

Address Box L-9,
c/o Leather and Shoes,
300 West Adams Street,
Chicago, Illinois.

Rates

Space in this department for display ad-
vertisements is \$5.00 per inch for each
insertion except in the "Situations Wanted"
column, where space costs \$2.00 per inch
for each insertion.

Undisplayed advertisements cost \$2.50 per
inch for each insertion under "Help
Wanted" and "Special Notices" and \$1.00
per inch for each insertion under "Situations
Wanted."

Minimum space accepted: 1 inch. Copy
must be in our hands not later than
Tuesday morning for publication in the
issue of the following Saturday.
Advertisements with box numbers are
strictly confidential and no information
concerning them will be disclosed by the
publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Tanning Equipment

FOR SALE: 5 Curtin-Hebert 50" Lightning
Buffers, 2 Baker-Layton 6' Graining Machines;
1 Traud 6' Graining Machine; 1 Stocomb 24"
Shaving Machine; 5 Overshot Buffers, Single
Wheel; 1 Proctor & Schwartz Toggling
Machine, 6 Frame; 1 Baker-Layton 5' Seasoning
Machine, rubber bolster conveyor type;
Proctor & Schwartz Hair Dryer, 42 ft. long,
capacity 300 lb. short staple goat hair per
hour; 3 Turner E 5-Table Setting-Out
Machines; 1 106" rubber roll for Turner Splitting
Machine; 1 DeVilbiss Single Spray Booth;
1 Marlow Sewing and Sludge Pump, electric
motor drive. Address L-6, c/o Leather and
Shoes, 300 W. Adams St., Chicago 6, Ill.

For Sale

SLIP-LAST FACTORY in St. Louis, fully
equipped and staffed, producing 1,000 pairs
high-grade shoes daily, available within
30 days.

Address L-4, s/o,
Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Help Wanted

Tanner

WANTED: TANNER, experienced in the
manufacture of vegetable and chrome tanned sides
and kips. Only tanners with long, practical
experience in domestic tanneries should apply.
Excellent opportunity for right man. Write
details to L-10, c/o Leather and Shoes, 300
W. Adams St., Chicago 6, Ill.

Sales Help Wanted — Male

WELL INTRODUCED leather manufacturer
has opening leading to position in sales manage-
ment for young man who has real interest
in and aptitude for selling leather to leather
goods manufacturers. Position offers out-
standing opportunity for advancement. Good
salary, plus bonus. Write giving full details,
age, experience, education, etc. Address L-13,
c/o Leather and Shoes, 20 Vesey St., New
York 7, N. Y.

Situations Wanted

Tanner

EXPERT TANNER AND FINISHER of chrome
and chrome retan and vegetable—packing,
hydraulic, belting—lace leather, chrome,
Indian tan and rawhide. Glove leather, grain
and splits, chrome sole, and other specialty
leathers. Address L-12, c/o Leather and
Shoes, 300 W. Adams St., Chicago 6, Ill.

Salesman — Sorter

THOROUGHLY CAPABLE, personable busi-
ness man, also experienced sorter of uppers,
linings, splits. seeks position as salesman. Or
can take charge of complete inside field, or
both combined. Willing worker. Address L-14,
c/o Leather and Shoes, 20 Vesey St., New
York 7, N. Y.

Demonstrator Salesman

YOUNG MAN, practical and technical experi-
ence in all phases of leather processing, de-
sires position as demonstrator salesman. Ex-
cellent references.

Address L-15,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

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revised

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of the

Shoe and Leather

Industry



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FURTHER DETAILS

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CANCELLED—UNSHIPPED
REJECTED OR OVER-STOCKED
CHEMICALS — DRUGS
SOLVENTS
PHARMACEUTICALS — OILS
PIGMENTS, ETC.

CHEMICAL SERVICE CORP.

80-02 Beaver St., New York 5, N.Y.

Coming Events

Nov. 25-29, 1951 — Popular Price Shoe Show of America for Spring and Summer 1952. Sponsored by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

Nov. 30-Dec. 1 — North American Shoe Superintendents' and Foremen's Association Convention. Walper Hotel, Kitchener, Ontario, Canada.

Jan. 19-23, 1952 — 38th Annual Mid-Atlantic Shoe Show. Sponsored by Middle Atlantic Shoe Retailers Association and Middle Atlantic Shoe Traders Association. Penn-Sheraton Hotel, Philadelphia, Pa.

March 8-12, 1951—Allied Shoe Products and Style Exhibit. Hotel Belmont Plaza, New York City.

March 11-12, 1952—Showing of American Leathers for Fall and Winter, 1952. Sponsored by Tanners' Council of America, Inc. Waldorf-Astoria Hotel, New York.

May 5-7, 1952—Annual Spring Convention of Tanners' Council. Castle Harbour Hotel, Tuckerstown, Bermuda.

May 11-13, 1952—Fourth Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherlands-Plaza Hotel, Cincinnati, O.

May 19-20, 1952—Eighth Annual Meeting of National Hide Association, Hotel Cleveland, Cleveland, O.

June 1-4, 1952—Annual Convention of American Leather Chemists Association. Ocean House, Swampscott, Mass.

Aug. 26-27, 1952—Showing of American Leathers for Spring and Summer, 1953. Sponsored by Tanners' Council of America, Inc. Waldorf-Astoria Hotel, New York City.

Oct. 23-24, 1952—Annual Fall Meeting, Tanners' Council of America, Inc. Edgewater Beach Hotel, Chicago, Ill.

Oct. 27-30, 1952 — National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels in Chicago.

Deaths

Lewis I. Prouty

... 79, formerly treasurer of Isaac Prouty and Co., Inc., of Spencer, Mass., manufacturer of boots and shoes, died at his home in Brookline, Mass., Nov. 12th. He was also former director and treasurer of the United-Carr Fastener Company of Cambridge. Born in Spencer, Mass., he attended Phillips Exeter Academy and was graduated from Harvard in 1894.

He was a member of the Union Club of Boston, The Country Club of Brookline, the Harvard Clubs of Boston and New York, the Oakland Club of North Carolina and the Newcomen Society of England in North America.

Surviving him besides his wife are: a son, Richard; a daughter, Mrs. Jane Smith; a brother, Charles N.; a sister, Mrs. Albert Bensen, and also seven grandchildren.

Clarence E. Grace

... 63, leather executive, died recently of a heart attack while at his home in Wilmington, Del. A veteran of the leather trade, he had been associated with Allied Kid Co. for the past 30 years and was in charge of scheduling production for the Standard Kid Division of the firm. He began his career with the former Blumenthal Co. and joined Allied in 1918. He was active in fraternal and religious affairs. Surviving are his daughter, Mrs. Fred F. Armstrong, Jr., and two grandchildren.

Harry A. Entine

... 60, shoe manufacturer, died recently of a heart attack in the Toledo, (O.) Hospital. He was president of Entroth Shoe Co. of Toledo, a position he had held for the past 30 years. A native of Brooklyn, he had lived in Toledo for the past 30 years and had been a leader in Community Jewish affairs.

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Louis Shapiro

... 64, shoe supplies manufacturer, died recently in Santa Maria Hospital, Cambridge, Mass. He was owner and head of Crescent Shoe Supply Co. in Haverhill. He died of a heart attack while at the Hotel Statler in Boston. A member of The 210 Associates, he was active in community affairs. Survivors include his wife, Fannie; a son and two daughters.

David Saxe

... 66, shoe manufacturer, died Nov. 17 in Wentworth Hospital, Dover, N. H. He was president of Dover Shoe Mfg. Co. of Somersworth. His home was in Brookline, Mass., where he was active in community and religious affairs. Saxe was a Mason, a director of Temple Mishkan Tefila, and vice president of B'nai Moshe. He leaves his wife, Etta; a son, Hyman G.; two daughters, Mrs. Saul Shulman and Mrs. Lester Spitzer; and nine grandchildren.

(Other Deaths on Page 35)

QUEBRACHO EXTRACTS

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IMPORT and EXPORT CORPORATION**

405 Lexington Ave., Chrysler Bldg., New York

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Manufacturers who started buying Barbour's years and years ago are still buying it today. Proof enough it's the favorite.

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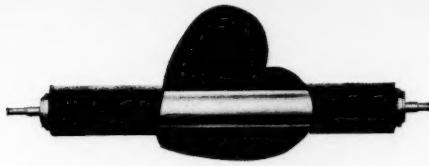


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Used by efficient tanners because they do not sag, split, or get out of alignment, outlast other brushes by far. Bristle permanently anchored in place by a patented process—does not shed, and can be replaced when worn.

"METLKOR" brushes resist corrosion and do not absorb and hold color. Easily cleaned of color, dust, or dirt. They are safe to store when not in use.

"METLKOR" brushes are the most efficient brushes you can use for all tanning purposes. Send for catalog.

All metals used in "METLKOR" cylinder brushes may be corrosion resisting. Cores are of cold drawn steel or aluminum. They cannot warp or split. Ends are machined for perfect fit and alignment.

"METLKOR" cylinder brushes are used by tanners for oiling off, seasoning, feed, buffing, brushing, bolster washing, sponging, conveyor cleaning, etc.

All types of bristle available including hog, fibre, nylon wound on the metal cores by a patented process, and renewable when worn.

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